

# SOVOS

# 2024

## INSURANCE ACCOUNTING & REPORTING CONTINUING PROFESSIONAL EDUCATION



Property & Casualty - Life - Health

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### Special Offers

- **Seminar bundles** of two or three selected courses offer discounts from \$400 to \$1,350 off the total tuition - bundles are highlighted in course descriptions
- **Group discount** of \$300 applies to the third and subsequent attendees at the same public seminar and location (offer excludes bundles, Update classes, and classes of less than 4 CPE hours)
- **Current software clients** receive \$200 off courses over 7 CPE hours with voucher code (offer excludes bundles and Update classes)

**OVER 55 YEARS OF HELPING PROFESSIONALS LIKE  
YOU SUCCEED IN THE INSURANCE INDUSTRY!**

## 2024 PROPERTY & CASUALTY COURSES

### Calendar At-A-Glance

Seminar	Ft. Lauderdale	Las Vegas	Nashville	Webinar					
Accounting & Financial Reporting	Jun. 18-20		Nov. 20-22						Dec. 9-13
Annual Statement	Jun. 18-20	Sep. 17-20				Sep. 23-27			Dec. 9-13
Federal Income Tax Accounting & Reporting	Jun. 19							Nov. 7-8	Dec. 9-10
Federal Income Taxation for Nonlife Insurance Companies	Jun. 21-22						Oct. 22-25		Dec. 3-6
Financial Analysis								Nov. 13-15	
Financial Planning & Analysis for P&C Companies					Aug. 27-29				
Group Capital Calculation Mechanics							Oct. 14	Nov. 15	
Investment Accounting & Reporting	Jun. 17-18	Sep. 19-20				Sep. 25-27			Dec. 4-6
Loss Reserve Analysis for Non-Actuaries			Nov. 20-21						
Overview of Statutory Financial Reporting		Sep. 18			Aug. 13-14		Oct. 14-15	Nov. 13-14	
P&C Risk-Based Capital							Oct. 8	Nov. 8	Dec 6
Reinsurance 1: The Fundamentals			Nov. 19-20	Jul. 29 - Aug. 1					
Reinsurance 2: Beyond the Fundamentals			Nov. 21-22		Aug. 5-7				
Schedule P Preparation			Nov. 18-19						
Update on Accounting and Financial Reporting	See Page 5-1								

## **PROPERTY AND CASUALTY COURSES**

### **ACCOUNTING AND FINANCIAL REPORTING**

Receive a thorough orientation to Statutory and U.S. GAAP accounting concepts for P&C companies. Additionally, the class provides a survey of the Statutory Annual Statement and U.S. GAAP financial statements with a brief introduction to federal income taxation of P&C companies.

TUITION: \$2,285

LEVEL: Basic

CPE: 20 hours in Accounting

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### **ANNUAL STATEMENT**

Learn how to prepare the P&C Annual Statement. We will also cover the fundamentals of the P&C industry and the relevant statutory accounting concepts. Virtually every page, exhibit, and schedule will be addressed. Class participation and discussion will focus on a completed P&C Annual Statement.

TUITION: \$2,685

LEVEL: Basic

CPE: 28 hours in Accounting

**Tuition includes one year of access to the *P&C Annual Statement Handbook*, a \$875 value.**

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### **FEDERAL INCOME TAX ACCOUNTING AND REPORTING**

Review the GAAP and statutory guidance related to federal income tax accounting and learn how to prepare the tax provisions and disclosures for insurance company reporting. This will include a walk-through of the current and deferred tax workpapers as well as the statutory admissibility test calculations to ensure understanding.

TUITION: \$1,635

LEVEL: Intermediate

CPE: 8 hours in Accounting

**Save up to \$1,350 off the total tuition when you take this seminar as part of a bundle. See website for more details.**

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### **FEDERAL INCOME TAXATION FOR NONLIFE INSURANCE COMPANIES**

Review the nature and structure of nonlife Federal income taxation and apply the specialized insurance knowledge necessary to complete or review Form 1120-PC. You will complete class exercises to provide hands-on preparation of various tax return components.

TUITION: \$2,085

LEVEL: Intermediate

CPE: 16 hours in Taxes

**Save up to \$1,350 off the total tuition when you take this seminar as part of a bundle. See website for more details.**

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**FINANCIAL PLANNING AND ANALYSIS FOR P&C COMPANIES**

This course introduces, defines, and discusses the financial planning and forecasting process. Participants will review a generic financial planning and forecasting model and learn basic concepts of planning and forecasting premiums, losses, and expenses based on an understanding of each key driver. A template of the model will be provided.

TUITION: \$1,785      LEVEL: Intermediate      CPE: 12 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Overview of Statutory Financial Reporting*. See website for more details.**

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**FINANCIAL ANALYSIS**

Learn how statutory Annual Statement information can be used to evaluate the financial condition and operating performance of a P&C insurance company. Significant ratios and other analytical tools commonly employed by analysts, rating agencies, and regulators will be illustrated and discussed using a case study company. Participants will be able to analyze selected ratio results for their companies during the seminar. The textbook contains illustrations of all ratios and tools used in the course and significant industry data and statistics that may be utilized in evaluating a P&C insurer.

TUITION: \$1,935      LEVEL: Intermediate      CPE: 15 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Overview of Statutory Financial Reporting*. See website for more details.**

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**GROUP CAPITAL CALCULATION MECHANICS**

This webinar is designed to open the GCC “black box” to illuminate what GCC is intended to accomplish and how the calculation process works. The GCC process will be described, including scope and the actual process. This course will give information for those involved in the actual GCC calculation and those doing risk based capital analysis. It will also prove valuable for other financial professionals, directors and senior management, who have a need to know about this milestone transition in capital requirements for insurance and other entities within holding company structures. The latest developments in this emerging regulation will be included in this class.

TUITION: \$795      LEVEL: Basic      CPE: 4 hours in Accounting

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**INVESTMENT ACCOUNTING AND REPORTING**

Acquire an understanding of investment accounting and financial reporting requirements for P&C and Health insurance companies. The primary focus will be on the statutory reporting environment, but GAAP and federal tax rules for investments also will be addressed. A preview of the NAIC revamp of Schedule D - Part 1 will be included.

TUITION: \$1,785      LEVEL: Basic      CPE: 12 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Overview of Statutory Financial Reporting*. See website for more details.**

**LOSS RESERVE ANALYSIS FOR NON-ACTUARIES**

Develop an understanding of the techniques used in estimating ultimate loss costs and in evaluating reserve adequacy. Also, hear a casualty actuary discuss methods used in determining and evaluating reserves from an actuarial perspective. Examples and case studies will be used.

TUITION: \$1,785

LEVEL: Intermediate

CPE: 12 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Schedule P Preparation*. See website for more details.**

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**OVERVIEW OF STATUTORY FINANCIAL REPORTING**

Learn about P&C insurance and key accounting concepts used in the industry. You will also learn about industry lines of business and terminology, contents of the NAIC Annual Statement, and the accounting for premiums, losses, and expenses. This seminar will conclude with a review of the statutory balance sheet and income statement.

TUITION: \$1,585

LEVEL: Basic

CPE: 8 hours in Accounting

**This course provides background for, and is scheduled to precede, certain seminars. Bundle and save up to \$1,350 off the total tuition when you take this seminar with other eligible courses. See website for more details.**

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**P&C RISK-BASED CAPITAL**

Gain a perspective of the NAIC P&C Risk-Based Capital calculation. We will discuss the various categories of RBC risks, calculations of the authorized control level RBC and total adjusted capital, and other miscellaneous RBC analysis.

TUITION: \$795

LEVEL: Intermediate

CPE: 4 hours in Accounting

**REINSURANCE 1: THE FUNDAMENTALS**

Learn the five functions of P&C reinsurance and examine the five traditional forms of P&C reinsurance: Quota Share, Surplus Share, Excess of Loss, Catastrophe, and Stop Loss. We will address their characteristics, functions, advantages, and disadvantages. The financial impact of reinsurance is illustrated through case study examples that review reinsurance accounting. The course concludes with a review of the Statutory reinsurance balance sheet accounts, their relationship to Schedule F - Parts 1 and 3, and a detailed look at the calculation of the provision for reinsurance. Examples and extensive case studies will be used.

TUITION: \$1,885

LEVEL: Basic

CPE: 14 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Reinsurance 2: Beyond the Fundamentals*. See website for more details.**

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**REINSURANCE 2: BEYOND THE FUNDAMENTALS**

Learn about the more complex reinsurance contract features and accounting issues. Included is a discussion of the interrelationships of multiple reinsurance agreements, a look at specific contract features, an examination of certain reinsurance contract provisions, overview of alternative reinsurance products, and a discussion of reinsurance accounting and reporting requirements.

TUITION: \$1,785

LEVEL: Intermediate

CPE: 12 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Reinsurance 1: The Fundamentals*. See website for more details.**

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**SCHEDULE P PREPARATION**

Acquire an understanding of the contents, uses, and analytical value of Schedule P of the Annual Statement and the techniques used to prepare each of its parts. This seminar is specifically targeted to those who will be preparing Schedule P and those who desire a comprehensive understanding of the relationships within Schedule P to facilitate review and provide a basis for analysis. Examples and extensive case studies will be used. We will also review the modifications to Schedule P in 2024 including the addition of pet insurance as a line of business and the proposal to display 10 years for all lines of business.

TUITION: \$1,785

LEVEL: Basic

CPE: 12 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Loss Reserve Analysis for Non-Actuaries*. See website for more details.**

## 2024 LIFE COURSES

### Calendar At-A-Glance

Seminar	Ft. Lauderdale	Las Vegas	Nashville	Webinar					
Accounting & Financial Reporting	Jun. 17-19				Aug. 26-30				Dec. 2-6
Actuarial Concepts for Non-Actuaries			Nov. 21-22				Oct. 2-4		
Annual Statement	Jun. 19-21	Sep. 17-19	Nov. 18-20			Sep. 23-27			Dec. 16-20
Federal Income Tax Accounting & Reporting	Jun. 19							Nov. 7-8	Dec. 9-10
Federal Income Taxation for Life Insurance Companies	Jun. 21-22						Oct. 22-24		Dec. 3-5
Group Capital Calculation Mechanics							Oct. 14	Nov. 15	
Investment Accounting & Reporting		Sep. 19-20	Nov. 21-22		Aug. 20-22				
Life Reinsurance					Aug. 21-23			Nov. 20-22	
Life Risk-Based Capital							Oct. 9-11	Nov. 12-14	
Overview of Statutory Financial Reporting							Oct. 2-4	Nov. 11-13	
Separate Accounts				Jun. 5-6					
Update on Accounting and Financial Reporting	See Page 5-1								



## **LIFE COURSES**

### **ACCOUNTING AND FINANCIAL REPORTING**

Receive a thorough orientation to life insurance fundamentals and the framework of both statutory and U.S. GAAP accounting for life insurance companies. More experienced participants will receive a concise refresher on these concepts. You will gain a comprehensive understanding of statutory and U.S. GAAP accounting in the areas of product accounting and investment accounting. The course also provides an overview of risk-based capital, federal income taxation of life insurance companies, reinsurance, policyholder reserve concepts, deferred acquisition cost and separate accounts. The class will center on a comprehensive textbook and a completed life/fraternal insurance company annual statement (Blue Book) in PDF format.

Tuition: \$2,285

LEVEL: Basic

CPE: 20 hours in Accounting

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### **ACTUARIAL CONCEPTS FOR NON-ACTUARIES**

Gain a perspective of the actuarial impact on U.S. GAAP and Statutory financial statements. Our course materials emphasize obtaining simple, conceptual knowledge of actuarial concepts rather than detailed calculations.

Tuition: \$1,785

LEVEL: Intermediate

CPE: 12 hours in Accounting

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### **ANNUAL STATEMENT**

Gain a comprehensive understanding of life insurance fundamentals, lines of business, Statutory accounting concepts, and the purposes and contents of the Life and Accident & Health/Fraternal Benefit Societies Annual Statement (Blue Book). We address most pages, exhibits, and schedules in the Blue Book. The class will center on a comprehensive textbook and a completed life/fraternal insurance company annual statement in PDF format.

Tuition: \$2,285

LEVEL: Basic

CPE: 20 hours in Accounting

**Tuition includes one year of access to the *Life Annual Statement Handbook*, a \$875 value.**

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### **FEDERAL INCOME TAX ACCOUNTING AND REPORTING**

Review the GAAP and statutory guidance related to federal income tax accounting and learn how to prepare the tax provisions and disclosures for insurance company reporting. This will include a walk-through of the current and deferred tax workpapers as well as the statutory admissibility test calculations to ensure understanding.

TUITION: \$1,635

LEVEL: Intermediate

CPE: 8 hours in Accounting

**Save up to \$1,350 off the total tuition when you take this seminar as part of a bundle. See website for more details.**

**FEDERAL INCOME TAXATION FOR LIFE INSURANCE COMPANIES**

Review the nature and structure of life Federal income taxation and apply the specialized insurance knowledge necessary to complete or review Form 1120-L. You will complete class exercises to provide hands-on preparation of various tax return components.

TUITION: \$1,885

LEVEL: Intermediate

CPE: 12 hours in Taxes

**Save up to \$1,350 off the total tuition when you take this seminar as part of a bundle. See website for more details.**

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**GROUP CAPITAL CALCULATION MECHANICS**

This webinar is designed to open the GCC “black box” to illuminate what GCC is intended to accomplish and how the calculation process works. The GCC process will be described, including scope and the actual process. This course will give information for those involved in the actual GCC calculation and those doing risk based capital analysis. It will also prove valuable for other financial professionals, directors and senior management, who have a need to know about this milestone transition in capital requirements for insurance and other entities within holding company structures. The latest developments in this emerging regulation will be included in this class.

TUITION: \$795

LEVEL: Basic

CPE: 4 hours in Accounting

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**INVESTMENT ACCOUNTING AND REPORTING**

Acquire a fundamental understanding of the nature and types of invested assets used by Life Insurers. This course will review the statutory valuation of invested assets and the corresponding reporting in the investment schedules and exhibits included in the annual statement. The course materials also explore the presentation and disclosure of invested assets in the U.S. GAAP financial statements and footnotes. We will utilize class exercises to enhance your understanding of key accounting and reporting elements for invested assets. The class will center on a comprehensive textbook and a completed life/fraternal insurance company annual statement (blue book) in PDF format. A preview of the NAIC revamp of Schedule D - Part 1 will be included.

Tuition: \$1,785

LEVEL: Intermediate

CPE: 12 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Overview of Statutory Financial Reporting*. See website for more details.**

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**LIFE REINSURANCE**

Learn about common forms and uses of reinsurance within the life industry and obtain an understanding of risk transfer and the U.S. GAAP and statutory accounting and financial reporting requirements for reinsurance transactions..

Tuition: \$1,785

LEVEL: Intermediate

CPE: 12 hours in Accounting

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### LIFE RISK-BASED CAPITAL

Gain a perspective of the NAIC Life Risk-Based Capital calculation. We will discuss the various categories of RBC risks, calculations of the authorized control level RBC and total adjusted capital, and other miscellaneous RBC analyses. Included in this course are the AM Best BCAR model and other rating agency analyses. A brief introduction to the Group Capital Calculation process will also be presented. The latest regulations will be reflected in the course presentation.

TUITION: \$1,785

LEVEL: Intermediate

CPE: 12 hours in Accounting

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### OVERVIEW OF STATUTORY FINANCIAL REPORTING

This course introduces the NAIC Annual Statement and key Statutory accounting concepts applicable to the life insurance industry. Course materials specifically explore the financial data interrelationships between the Statutory balance sheet, operating statements, cash flow statements and various exhibits. The class will center on a comprehensive textbook and a completed life/fraternal insurance company annual statement (Blue Book) in PDF format.

Tuition: \$1,785

LEVEL: Basic

CPE: 12 hours in Accounting

**This course provides background for, and is scheduled to precede, certain seminars. Bundle and save up to \$1,350 off the total tuition when you take this seminar with other eligible courses. See website for more details.**

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### SEPARATE ACCOUNTS

This course identifies the types of products employing Separate Accounts, the types of Separate Accounts, and the interrelationships between the "Green Book" (your company's Separate Accounts Annual Statement) and the "Blue Book" (your company's Annual Statement). This course also reviews the statutory accounting and reporting for Separate Accounts.

Tuition: \$1,585

LEVEL: Basic

CPE: 8 hours in Accounting

## 2024 HEALTH COURSES

### Calendar At-A-Glance

Seminar	Ft. Lauderdale	Las Vegas	Nashville	Webinar					
Federal Income Tax Accounting & Reporting	Jun. 19							Nov. 7-8	Dec. 9-10
Federal Income Taxation for Nonlife Insurance Companies	Jun. 21-22						Oct. 22-25		Dec. 3-6
Group Capital Calculation Mechanics							Oct. 14	Nov. 15	
Investment Accounting & Reporting	Jun. 17-18	Sep. 19-20				Sep. 25-27			Dec. 4-6
Overview of Statutory Financial Reporting					Aug. 14-15			Nov. 11-12	
Update on Accounting and Financial Reporting	See Page 5-1								

## **HEALTH COURSES**

### **FEDERAL INCOME TAX ACCOUNTING AND REPORTING**

Review the GAAP and statutory guidance related to federal income tax accounting and learn how to prepare the tax provisions and disclosures for insurance company reporting. This will include a walk-through of the current and deferred tax workpapers as well as the statutory admissibility test calculations to ensure understanding.

TUITION: \$1,635

LEVEL: Intermediate

CPE: 8 hours in Accounting

**Save up to \$1,350 off the total tuition when you take this seminar as part of a bundle. See website for more details.**

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### **FEDERAL INCOME TAXATION FOR NONLIFE COMPANIES**

Review the nature and structure of nonlife Federal income taxation and apply the specialized insurance knowledge necessary to complete or review Form 1120-PC. You will complete class exercises to provide hands-on preparation of various tax return components.

TUITION: \$2,085

LEVEL: Intermediate

CPE: 16 hours in Taxes

**Save up to \$1,350 off the total tuition when you take this seminar as part of a bundle. See website for more details.**

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### **GROUP CAPITAL CALCULATION MECHANICS**

This 4-hour webinar is designed to open the GCC “black box” to illuminate what GCC is intended to accomplish and how the GCC calculation process works. The GCC process will be described, including scope and the actual process. This course will give information for those involved in the actual GCC calculation and those doing risk based capital analysis. It will also prove valuable for other financial professionals, directors and senior management, who have a need to know about this milestone transition in capital requirements for insurance and other entities within holding company structures. The latest developments in this emerging regulation will be included in this class.

TUITION: \$795

LEVEL: Basic

CPE: 4 hours in Accounting

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### **INVESTMENT ACCOUNTING AND REPORTING**

Acquire an understanding of investment accounting and financial reporting requirements for P&C and Health insurance companies. The primary focus will be on the statutory reporting environment, but GAAP and federal tax rules for investments also will be addressed. A preview of the NAIC revamp of Schedule D - Part 1 will be included.

TUITION: \$1,785

LEVEL: Basic

CPE: 12 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Overview of Statutory Financial Reporting*. See website for more details.**

**OVERVIEW OF STATUTORY FINANCIAL REPORTING**

Learn about health insurance and key accounting concepts used in the industry including lines of business, specialized terminology, contents of the NAIC Annual Statement, and the accounting for premiums, expenses, and claims. This seminar will conclude with a review of the statutory balance sheet and income statement.

Tuition: \$1,585

LEVEL: Basic

CPE: 8 hours in Accounting

**Save \$600 off the total tuition when you bundle and take this seminar with *Investment Accounting and Reporting*. See website for more details.**

## ANNUAL UPDATE COURSES

### UPDATE ON ACCOUNTING AND FINANCIAL REPORTING

In this one-day update seminar, you will learn about the accounting and reporting changes for 2024 and beyond. The material covered will help you implement changes to the Annual Statement Blanks, including a review of illustrations from a completed model Annual Statement, as applicable. You will also learn about changes to the NAIC *Annual Statement Instructions* and the NAIC *Accounting Practices and Procedures Manual*, and preview changes to next year's Quarterly and Annual Statements. In addition, we will survey recent GAAP and IFRS developments specific to insurers, as well as developments from the Life Insurance and Annuities committee and the Life Actuarial Task Force.

TUITION: \$1,235\*

LEVEL: Update

CPE: 7 hours in Accounting

<u>DATE(S)</u>	<u>TIMES</u>	<u>LOCATION</u>
Sept. 16	8:30a - 4:00p PT	Las Vegas
Oct. 17-18	1:00 - 4:30p ET	Webinar
Dec. 2-3	1:00 - 4:30p ET	Webinar
Dec. 16-17	12:00 - 3:30p ET	Webinar

\*This represents the a la carte price for this class during the Las Vegas live week event. The Update class is part of our 2-day Insurance Regulatory Summit on September 16-17 for which all-inclusive pricing is available. See Page 6-1 for more details.

### 2024 BLANKS & INSTRUCTION CHANGES

Learn about the new annual statement template changes for 2024 and beyond.

**This course is expected to be offered beginning in September. See website for a list of dates.**

**\*\* Classes on this page are NOT eligible for discounts \*\***

## LIVE EDUCATION WEEKS

### Hotel Information

CITY/DATES	VENUE	RATE	BOOK BY	PHONE
FORT LAUDERDALE Week of Jun 17	DOUBLETREE RESORT BY HILTON HOLLYWOOD BEACH 400 South Ocean Drive Hollywood, FL 33019	\$189	MAY 28	(954) 454-4334
LAS VEGAS Week of Sep 16	EMBASSY SUITES BY HILTON 3600 Paradise Road Las Vegas, NV 89169	\$169	AUGUST 26	(702) 893-8000
NASHVILLE Week of Nov 18	THOMPSON NASHVILLE 401 11th Avenue South Nashville, TN 37203	\$265	OCTOBER 28	(877) 803-7534

We suggest you make your hotel reservation as soon as possible by directly booking with the hotel and mention you are attending a Sovos seminar. A block of rooms with special rates will be held through the "Book By" date noted above. Room blocks may sell out depending upon demand.

Room rates exclude taxes, as applicable. Hotel transportation is not included in tuition.

### Also in Las Vegas - Insurance Regulatory Summit

The Insurance Regulatory Summit is an annual opportunity for users of the Sovos Statutory Reporting software to interact with our technical experts. Hourly sessions presented throughout the day are offered in a pick-and-choose format where participants can both hear from the developers and contribute feedback in an effort to further enhance subsequent versions of the product. The Summit includes:

- Expertise on insurance-specific accounting and financial reporting software
- Networking with industry peers
- Interacting with technical experts
- The chance to earn CPE credits

This year's Summit is a 2-day event that will kick-off the September education week in Las Vegas. Product sessions take place on Monday, September 16 followed by our annual Update on Accounting and Financial Reporting on Tuesday, September 17. Pricing for the 2-day event is \$1,435 per person and is all-inclusive, offering participants up to 13 hours of CPE credit. A la carte options are also available. An agenda will be provided closer to the event date. See website for more details.



## Calendar At-A-Glance

SEMINAR	Ft. Lauderdale Jun. 17-21	Las Vegas Sept. 16-20	Nashville Nov. 18-22
Federal Income Tax Accounting & Reporting	✓		
Federal Income Taxation for Nonlife Insurance Companies	✓		
Federal Income Taxation for Life Insurance Companies	✓		
Insurance Regulatory Summit (special event)		✓	
Life Accounting & Financial Reporting	✓		
Life Actuarial Concepts for Non-Actuaries			✓
Life Annual Statement	✓	✓	✓
Life Investment Accounting & Reporting		✓	✓
P&C Accounting & Financial Reporting	✓		✓
P&C Annual Statement	✓	✓	
P&C and Health Investment Accounting & Reporting	✓	✓	
P&C Loss Reserve Analysis for Non-Actuaries			✓
P&C Overview of Statutory Financial Reporting		✓	
P&C Reinsurance 1: The Fundamentals			✓
P&C Reinsurance 2: Beyond the Fundamentals			✓
Schedule P Preparation			✓
Update on Accounting and Financial Reporting		✓	

## CUSTOMIZED SEMINARS

### CONTINUING EDUCATION AT YOUR CONVENIENCE

Have a group that would benefit from training? Consider a customized seminar!

You can select from any of our off-the-shelf courses or mix and match a variety of topics to tailor an agenda to your team's needs. Whether live or webinar, we work with your schedule and use your company financials for illustration.

Curious? Call us at 678-981-7053 or email [StatEducationServices@Sovos.com](mailto:StatEducationServices@Sovos.com) or more information.

### COURSES AVAILABLE UPON REQUEST

Interested in other content for your private seminar beyond those listed in our public schedule? Unable to find a course that exactly meets your needs? We have a library of topics which are available upon special request that include:

Health Annual Statement

Accounting for Invested Assets: GAAP, Statutory and Tax

Transitioning from Blue Book to Orange Book

Annual Statement for Risk Retention Groups

Principles-Based Reserves

Tax for Non-Tax Professionals

Captive Insurance Related Content

Statutory Accounting Principles



## SPOTLIGHT ON EDUCATION



### FINANCIAL STATEMENTS FOR NON-FINANCIAL MANAGERS

With the growing focus on corporate governance, senior management must understand the financial statements. Many executives, operations managers, systems professionals, service providers, other non-financial managers, and even board members want to improve their ability to read and understand the P&C financial statements.

This seminar has been especially designed for non-accountants who work in or with P&C insurance companies to familiarize them with essential accounting concepts and improve their ability to discern and interpret key reporting elements of the NAIC P&C Annual Statement, or the “Yellow Book”. Factors that drive key performance ratios will also be discussed.

#### **Could your team benefit? Bring us in for a private seminar!**

This seminar is a popular choice for a private seminar. Using your company's financial statements, we will present this material to your management team, board of directors or audience of your choice. This arrangement creates an excellent opportunity for an in-depth discussion of your financial statements. The entire team will come away with a better understanding of your financials and an improved perspective of your organization.

## ANNUAL STATEMENT HANDBOOKS

Our Handbooks are the most comprehensive manuals in the insurance industry for Annual Statement and Federal Income Tax preparation, accounting guidance and statutory accounting theory. You and your staff will save valuable time preparing the Annual Statement as well as keeping up with the latest NAIC changes.

Our in-house experts update the Handbooks periodically throughout the year for significant guidance changes. Digital and print versions are available for Life, Property & Casualty or Health.

Order your Handbook [here!](#)

## ON-DEMAND SELF-STUDY COURSES

Simplify your training program by providing our on demand self-study courses to your staff. Let us handle course content, sign ups, monitor completions, and track CPE. Courses are available for Property and Casualty, Life, Health, and General Insurance accounting and reporting topics.

With a self-study, you set up a personal learning account that tracks your courses and CPE. Before launching the course, you can download slides and other attachments. While in the course, you also stop and return to the same section you left off, get immediate feedback on review questions, and receive your grade instantly after completing the final exam. After passing the final exam, you will be able to download a printable CPE certificate within minutes. Plus, your CPE certificates can be reprinted at any time.



Self-study courses are available in a single purchase format or can be incorporated into a company subscription plan. Pricing is based on the number of course enrollments, or we may be able to develop an unlimited plan for you. Contact us to find out more.

## SHORT COURSES

Short on time but in need of CPE credits? Check out our CPE Select series of shorter one-to-two hour webinars. Sample topics covered include:

Deferred Acquisition Costs and Premium Deficiency Reserves  
Insurance Expense Exhibit  
Introduction to Captives  
Cash Flow For Life Insurance Companies  
Overview of AVR & IMR  
Combined P&C Annual Statement  
SSAP 101

For a full list of available short courses, search our online catalog for "CPE Select" or filter the catalog by course length.

## OTHER RELEVANT INFORMATION



### CPE Information

We are approved by NASBA as a sponsor of Group Live, Group Internet-Based, and QAS Self-Study methods of instructional delivery - Sponsor License #103016.

Certificates for Continuing Professional Education (CPE) will be issued to course participants claiming credit. The estimated CPE hours for each course are displayed in the course description. Certificate credit hours will be based on actual hours of attendance or completion of course. A CPE credit hour is based on fifty minutes of instruction.

Sovos is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.nasbaregistry.org](http://www.nasbaregistry.org)

### State Boards of Accountancy CPE Credit

We are recognized as sponsors of CPE programs with the state boards of:

- **California** — Per the California Board of Accountancy Regulations, our courses follow the provider requirements for continuing education as outlined in sections 88.1 and 88.2.
- **Texas (Sponsor License #00503)** — We are registered with the Texas State Board of Public Accountancy as a CPE sponsor. This registration does not constitute an endorsement by the board as to the quality of our CPE program

## Cancellation and Refund Policy

1. If we cancel, you may switch to another date, switch to another webinar, or receive a full refund.
2. If you cancel a webinar of less than 4 CPE hours, no refund is provided. You may choose, instead, to substitute another attendee assuming you give us notice of at least 2 business days in advance of the webinar.
3. If you cancel a webinar that is 4 or more CPE hours, all refunds are subject to a \$300 administrative fee. The net amount refundable will be returned as follows:
  - a) Orders paid by credit card will receive a refund back to the same card.
  - b) Orders paid by check will receive a refund by wire transfer or ACH to the same account .
  - c) Orders paid by wire transfer or ACH will receive a refund in the same manner.
4. If you cancel an order for printed course materials:
  - a) For course materials that have already shipped, no refund will be provided.
  - b) For course materials that have not shipped, a full refund will be provided.
5. No refunds will be issued for self-studies. You have one year from the date of purchase to complete the course.

### ANNUAL STATEMENT WEBINARS

These webinars include web access to a Handbook. If you requested early access to the handbook and cancel this webinar, we will deduct \$875 from your tuition balance to cover the cost of the handbook license. This charge does not include the \$300 administrative fee (plus any promotional discounts that may have been applied) that will also be assessed in the event cancellation is at the discretion of the registrant. Alternatively, another attendee may be substituted in place of the initial registrant as long as we are notified at least 2 business days before the class. Contact us to apply the remaining balance to any subsequent seminar within 12 months.