



**Insurance  
Community  
University**

## **CERTIFIED CONSTRUCTION INSURANCE PROGRAM**

**MAKE 2025 THE YEAR YOU BECOME  
"CERTIFIED" IN CONSTRUCTION INSURANCE  
AND RISK MANAGEMENT.....SIGN UP NOW!**



In February 2016, The Insurance Community University introduced their certification program for construction. The CCIP certification is a cutting edge approach to insurance education delivered through live, interactive webinars taught by TRUE experts in the field.

Working with the construction industry is only getting more challenging as forms change, construction contracts become even more important for the insurance transaction, case law changing that affect insurance interpretation and new building codes and requirements becoming effective.

### **WHAT IS A "DESIGNATION" IN CONSTRUCTION?**

- A Certification in Construction Insurance (CCIP) is awarded to individuals who have completed eleven (11) courses specifically designed for construction risk and insurance.
- The Certification course study teaches how to:
  - **Identify** risk exposures
  - **Understand** construction contracts
  - **Understand** the risk transfer process
  - **Design** an appropriate insurance program

### **HOW IS THE DESIGNATION OBTAINED?**

- The courses are taught online in a live webinar format.
- During the webinars all participants will be required to answer polling questions specific to the course materials and participate in discussions.
- There is a 10 question multiple choice test administered after each class.
- All eleven (11) courses are being taught in 2025. However, you do not have to complete all courses during 2025. You must, however complete all classes within a 2 year period. Classes do not need to be taken in order.

### **WHO SHOULD ATTEND THE CCIP CLASSES?**

- ALL insurance producers selling to construction clients
- ALL support staff working on construction risks
- New producers or support staff who want to work with construction clients

### **DO THE CLASSES QUALIFY FOR CE?**

- The classes will qualify for CE in many states including California and Washington.
- **You do NOT have to sign up for the Certification to attend the classes.**
- **Individuals can sign up for any or all of the classes without seeking the certification.**

### **HOW DO YOU SIGN UP?**

- You will sign up for each of the classes at **[www.insurancecommunityuniversity.com](http://www.insurancecommunityuniversity.com)**
- When you sign up, you will check the box that you want to obtain the CCIP Certification.
- Once you have successfully completed all (11) classes, you will receive your CCIP Designation.

### **HOW MUCH DOES THE DESIGNATION COST?**

- The CCIP is NOT included as part of the Insurance Community University package pricing.
- For University Members the cost is \$50.00/Class
- For non-members each class costs \$85.00

### **IS THERE A RE-CERTIFICATION REQUIREMENT?**

- **YES.** There is an annual re-certification requirement for each designation.
- You can re-take any of the classes in the designation to qualify for recertification.
- You can also take any other classes offered by ICU, other than Ethics, to qualify.
- Some designations have specific update classes you can attend, as well.

### **DESIGNATION EXAM REQUIREMENTS**

- In order to earn the designation, participants must attend the designation class LIVE on the scheduled date AND meet all the qualifications during the class including attending the entire class, completing all the polling questions, and pass the exam within 48 hours following the class.
- Exams are sent out to participants immediately following the class.
- Participants have 48 hours to take the exam and submit. There will be two attempts allowed.
- If the participants have failed the exam twice OR did not complete within the exam window, please contact [designations@insurancecommunitycenter.com](mailto:designations@insurancecommunitycenter.com) for consideration.



# 2025 COURSE SCHEDULE

All Classes are 2 Hours Taught from 9:00 AM to 11:00 AM Pacific Time

**1/8**

## **CCIP #1: Green Buildings and Construction Risk**

**Teacher:** Laurie Zangwill-Infantino, CCIP, CLIC, WCIP, PLIC, CAIP, CIC, AFIS, CISR, CISC, ACSR, CRIS

**President:** Insurance Community/University Inc and Insight Insurance Consulting, LLC

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## **CCIP #2: Builders Risk, Installation Floater, Soft Cost**

**Teacher:** Marjorie Segale, CSR, RPLU, CIC, AFIS, CLIC, PLIC, WCIP, CCIP, CISC, CRIS, ACSR, CISR

**President:** Segale Consulting. Co-founder of the Insurance Community/University

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## **CCIP #3: Contractors Equipment/Mobile Equipment/ Mobile Business Interruption**

**Teacher:** Allen Messer, CIC, CPCU

**President:** Insurance Concepts and Services

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## **CCIP #4: Construction Contracts: Property and Liability**

**Teacher:** Paul W. Burkett, JD, CRM, CIC, CPCU, ARM, ALCM, WCIP, CLIC

**President:** Snoaspen Insurance Group, Inc.

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## **CCIP #5: Contractors General Liability: Your Work and Completed Operations**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

**Independent Insurance and Risk Management Educator, Consultant, & Expert Witness**

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## **CCIP #6: Construction Defect**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

**Independent Insurance and Risk Management Educator, Consultant, & Expert Witness**

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## **CCIP #7: Indemnity and Additional Insureds**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

**Independent Insurance and Risk Management Educator, Consultant, & Expert Witness**

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## **CCIP #8: Construction and Risk Management**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

**Independent Insurance and Risk Management Educator, Consultant, & Expert Witness**

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## **CCIP #9: OCIP/CCIP**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

**Independent Insurance and Risk Management Educator, Consultant, & Expert Witness**

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## **CCIP #10: Professional Liability**

**Teacher:** Paul W. Burkett, JD, CRM, CIC, CPCU, ARM, ALCM, WCIP, CLIC

**President:** Snoaspen Insurance Group, Inc.

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## **CCIP # 11: Case Study: GC vs. Sub-Contractors Issues and Solutions**

**Teacher:** Marjorie Segale, CSR, RPLU, CIC, AFIS, CLIC, PLIC, WCIP, CCIP CISC, CRIS, ACSR, CISR

**Vice President:** Insurance Community/University, **President:** Segale Consulting

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## **CCIP UPDATE: Surety and the Construction Risk**

**Teacher:** Marjorie Segale, CSR, RPLU, CIC, AFIS, CLIC, PLIC, WCIP, CCIP CISC, CRIS, ACSR, CISR

**Vice President:** Insurance Community/University, **President:** Segale Consulting

**4/29**

## **PLIC/CCIP Update: Homeowners Construction Insurance Exposures; Solutions and Coverage Gaps...When Do You Need a Builders Risk Policy?**

**Teacher:** Allen Messer, CIC, CPCU

**President:** Insurance Concepts and Services



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## CCIP #1: Green Buildings and Construction Risk

**Teacher:** Laurie Zangwill-Infantino, CCIP, CLIC, WCIP, PLIC, CAIP, CIC, AFIS, CISR, CISC, ACSR, CRIS

**President:** Insurance Community/University Inc and Insight Insurance Consulting, LLC

*This is the first in the designation classes for the Certified Construction Insurance Program (CCIP).*

### **This designation segment will discuss:**

- What is a “Green Building”
- The Green Value Proposition
- Green Risks
- Certified Green Building Insurance coverages and Green Upgrade Insurance Coverages

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## CCIP #2: Builders Risk; Installation Floater; Soft Cost

**Teacher:** Marjorie Segale, CSRM, RPLU, CIC, AFIS, CLIC, PLIC, WCIP, CCIP, CISC, CRIS, ACSR, CISR

**President:** Segale Consulting. Co-founder of the Insurance Community/University

*This is the second in the designation classes for the Certified Construction Insurance Program (CCIP).*

### **This designation segment will discuss:**

- Exposures to loss
- Insureds to be named on the policy
- Review of Construction Contract
- Methods of writing Builders Risk
- Review of the Policy
- Soft Costs and Time Element

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## CCIP #3: Contractors Equipment/Mobile Equipment/ Mobile Business Interruption

**Teacher:** Allen Messer, CIC, CPCU

**President:** Insurance Concepts and Services

*This is the third in the designation classes for the Certified Construction Insurance Program (CCIP).*

### **This designation segment will discuss:**

- Reasons to purchase Contractors Equipment coverage
- Covered Property/Excluded Property for the construction risk
- Coverage Locations/territory/valuation for the construction risk
- Contractors Equipment eligible and non-eligible property
- Limits, Coverage Structure and Review of the construction policy
- Liability issues for “Mobile Equipment” vs. “Auto”
- Time Element coverage for contractor’s equipment

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## CCIP #4: Construction Contracts: Property and Liability

**Teacher:** Paul W. Burkett, JD, CRM, CIC, CPCU, ARM, ALCM, WCIP, CLIC

**President:** Snoaspen Insurance Group, Inc.

*This is the fourth of the designation classes for the Certified Construction Insurance Program (CCIP).*

### **This designation segment will discuss:**

- Overview of contract basics for the construction risk
- Risk management and construction contracts
- Difference and impact of exculpatory clauses and indemnity provisions
- Difficult language and how to recommend changes for the construction risk

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### **CCIP #5: Contractors General Liability: Your Work and Completed Operations**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

Independent Insurance and Risk Management Educator, Consultant, & Expert Witness

*This is the fifth in the designation classes for the Certified Construction Insurance Program (CCIP).*

**This designation segment will discuss:**

- Understanding GC and Subcontractor Exposures, Coverage, and Exclusions for their work and completed operations
- Occurrence coverage triggers and limitations on the construction policy
- Coverage & Definitions including Bodily Injury (BI); Property Damage (PD); Your Products; Your Work; Products-Completed Operations Hazard liability and their impact on insured contractors
- Completed Operations litigation risks and endorsements (including Construction defects)
- How the “Your Work” and “Completed Operations” coverage & exclusions apply to General Contractors & Subcontractors

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### **CCIP #6: Construction Defect**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

Independent Insurance and Risk Management Educator, Consultant, & Expert Witness

*This is the sixth the designation classes for the Certified Construction Insurance Program (CCIP).*

**This designation segment will discuss:**

- Background on “construction defect”
- Construction defect defined
- Construction defect legal concepts
- Statutes of limitations and repose
- Review of the general liability policy
- Important court cases
- Other issues

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### **CCIP #7: Indemnity and Additional Insureds**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

Independent Insurance and Risk Management Educator, Consultant, & Expert Witness

*This is the seventh in the designation classes for the Certified Construction Insurance Program (CCIP).*

**This designation segment will discuss:**

- Review and understand the intent of Indemnification language in construction contracts
- Contractual requirements for Additional Insured obligations
- Understand the changes to the 2013 Additional Insured endorsements
- Review available endorsements
- Related Issues such as deductibles and subrogation

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### **CCIP #8: Construction Contracts and Risk Management**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

Independent Insurance and Risk Management Educator, Consultant, & Expert Witness

*This is the eighth in the designation classes for the Certified Construction Insurance Program (CCIP).*

**This designation segment will discuss:**

- How “Contracts” fit into Risk Management for the construction risk
- Waivers, Indemnification (Assumption of Liability) & Exculpatory Clauses in Contracts
- Types of Liability for the construction risk
- Indemnification and Risk Transfer
- Danger of Large Self-Insured Retentions (SIRs)
- Additional Insured Issues and Endorsements
- Property and Inland Marine

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### **CCIP #9: OCIP/CCIP**

**Teacher:** Robert J. Marshburn, CRM, CIC, ARM, CRIS, CISC, CCIP

Independent Insurance and Risk Management Educator, Consultant, & Expert Witness

*This is the ninth in the designation classes for the Certified Construction Insurance Program (CCIP).*

**This designation segment will discuss:**

- Background Consolidated Insurance Programs (CIPs)
  - Benefits of CIPs...Advantages and Disadvantages
  - CIP Contract Provisions
  - Coverage Issues
  - Additional Liability Coverage Concerns
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10/7

### **CCIP #10: Professional Liability for the Contracting Risk**

**Teacher:** Paul W. Burkett, JD, CRM, CIC, CPCU, ARM, ALCM, WCIP, CLIC

President: Snoaspen Insurance Group, Inc.

*This is the tenth in the designation classes for the Certified Construction Insurance Program (CCIP).*

**This designation segment will discuss:**

- Professional Liability Defined
  - Parties and Exposures
  - Application for Coverage
  - Professional Liability vs. CGL
  - Professional Liability Coverage Analysis
  - Claims Made Issues
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### **CCIP # 11: Case Study on GC vs. Sub-Contractor Issues and Solutions**

**Teacher:** Marjorie Segale, CSRM, RPLU, CIC, AFIS, CLIC, PLIC, WCIP, CCIP CISC, CRIS, ACSR, CISR

Vice President: Insurance Community/University, President: Segale Consulting

*This is the eleventh in the designation classes for the Certified Construction Insurance Program (CCIP). While both the General Contractor and the Subcontractor both need similar insurance coverage, there are distinctive differences in how these coverages respond to risk.*

**This designation segment will discuss:**

- Builder's Risk vs Installation Floater
  - General Liability Exclusions
  - Third Party Action Over claims
  - OCIP / CCIP coverage
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### **CCIP UPDATE: Surety and the Construction Risk**

**Teacher:** Marjorie Segale, CSRM, RPLU, CIC, AFIS, CLIC, PLIC, WCIP, CCIP CISC, CRIS, ACSR, CISR

Vice President: Insurance Community/University, President: Segale Consulting

*This class is an update for the CCIP Designation. The course will discuss the concept of bonding focusing on Surety Bonds. The class will discuss the difference between insurance as a form of contractual transfer and bonding. There will be a discussion of bonding principles; underwriting criteria; and specific categories of surety bonds.*

**This course will cover the following key topics:**

- Background on Surety Bonds
- Surety vs. Insurance
- Bond Principles
- Bond Characterizes
- Underwriting Criteria for Surety
- Categories of Bonds

## PLIC/CCIP Update: Homeowners Construction Insurance Exposures; Solutions and Coverage Gaps...When Do You Need a Builders Risk Policy?

Teacher: Allen Messer, CIC, CPCU

President: Insurance Concepts and Services

*According to a survey from Trulia conducted 3/20/2019, 90% of all American homeowner's plan to remodel their house at some point. Whether we are dealing with new construction; alteration or repair or minor/major renovations, there are serious gaps in coverage that must be addressed. The serious question is when can an "endorsed" Homeowners Policy provide adequate insurance protection or when do we need to purchase a Builders Risk for our homeowner.*

### **This course will cover the following issues:**

- Background on home construction and remodeling
- Insurance issues and solutions for home construction
- Concerns with the Homeowners Policy when a home is being altered
- Homeowners exclusions and limitations relating to construction
- Home renovation and contractor/sub contractor concerns
- Insurance Solutions: When does the home qualify for a homeowner or when is a Builders Risk required
- Comparison of COC Endorsement and Builders Risk
- Overview of Builders Risk for home construction (new & existing)