INSURANCE FAST-TRACK, CERTIFICATE OF COMPLETION

Non-Pell Eligible (Students may not use Pell funding for this certificate. Grants may be available. See your advisor.)

Curriculum Code #C001

Effective May 2026

The insurance certificate certificate of completion will provide participants with the knowledge and skills needed to work in a growing and ever-changing field and to effectively deal with the public as customers. Insurance positions are found in Insurance Agencies (Both Direct Writers & Independent), Insurance Companies (Stock & Mutual) and Independent Contractors that serve the insurance industry Claims, Loss Control, Restoration). Completion of this short-term technical certificate may be applied to fulfill partial requirements in a variety of majors for the associate of applied business degree.

Code	Title	Hours
SEMESTER CURRICULUM		
BADM 211	BUSINESS COMMUNICATIONS [1]	3
FNCE 121	PRINCIPLES OF INSURANCE	3
MKRG 247	SERVICES MARKETING [1]	3
or MKRG 113	PRINCIPLES OF SELLING	
Total Hours		**9**

[1] Students who are pursuing this certificate will have the prerequisite for this course waived.

Note: Lorain County Community College is approved to provide the Property and Casualty Distance Learning pre-licensing courses for Ohio candidates. Students successfully completing FNCE 121 are qualified to take the exam to earn the Property and Casualty license.

For information about admissions, enrollment, transfer, graduation and other general questions, please contact your advising team (https://www.lorainccc.edu/admissions-and-enrollment/advising-and-counseling/).

Credit for Prior Learning (PLA) options may be available for your program. For more information, please visit our website: www.lorainccc.edu/PLA (http://www.lorainccc.edu/PLA)

Program Learning Outcomes

1. Recognize the components of quality, professional and ethical customer service delivery required in an entry-level position
2. Communicate effectively with a diverse group of stakeholders using verbal, written and digital methods
3. Apply insurance principles and practices to determine acceptable levels of risk in the State of Ohio