

Insurance Company of North America (a Chubb Company)
HR Training Report 2019

Training

| | Type |
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| Business Continuity at Chubb | Online Class |
| Chubb APAC Diversity and Inclusion | Online Class |
| Chubb Products Assignment | Material |
| My Industry – Insurance Lines of Business Key Concepts Handout | Material |
| My Industry - Insurance Overview Acknowledgement | Online Class |
| Our History | Online Class |
| Segment 1 – The Insurance Business | Online Class |
| Segment 1 – The Insurance Business Handout | Material |
| Segment 2 – Insurance Policies | Online Class |
| Segment 2 – Insurance Policies Handout | Material |
| Segment 3 – Insurance Operations | Online Class |
| Segment 3 – Insurance Operations Handout | Material |
| Segment 4 – Financial Aspects of Insurance | Online Class |
| Segment 4 – Financial Aspects of Insurance Handout | Material |
| My Industry - Insurance Overview Acknowledgement | Online Class |
| Our History | Online Class |
| Segment 1 – The Insurance Business | Online Class |
| Segment 1 – The Insurance Business Handout | Material |
| Segment 2 – Insurance Policies | Online Class |
| Segment 2 – Insurance Policies Handout | Material |
| Segment 3 – Insurance Operations | Online Class |
| Segment 3 – Insurance Operations Handout | Material |
| Segment 4 – Financial Aspects of Insurance | Online Class |
| Segment 4 – Financial Aspects of Insurance Handout | Material |
| Mid-Year Discussion Guide | Material |
| My Industry – Insurance Lines of Business Key Concepts Handout | Material |
| My Industry - Insurance Overview Acknowledgement | Online Class |
| Our History | Online Class |
| Segment 1 – The Insurance Business | Online Class |
| Segment 1 – The Insurance Business Handout | Material |
| Segment 2 – Insurance Policies | Online Class |
| Segment 2 – Insurance Policies Handout | Material |
| Segment 3 – Insurance Operations | Online Class |
| Segment 3 – Insurance Operations Handout | Material |
| Segment 4 – Financial Aspects of Insurance | Online Class |
| Segment 4 – Financial Aspects of Insurance Handout | Material |
| Your Talent Portal Learning Center | Online Class |
| Cognos Analytics: Introduction to Authoring | Online Class |
| Accident & Health Cross-sell Playlist | Material |
| COG Facultative Reinsurance Guidelines, Rules & Purchasing | Online Class |
| Reinsurance 101 - Underwriters | Online Class |
| Build Good Work Habits | Online Class |
| Focusing On Your Key Priorities | Online Class |
| Identify Your Unproductive Habits | Online Class |
| Set a Routine for Updating Your Manager | Online Class |
| How To Write An Effective E-Mail | Online Class |

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| Identify Your Unproductive Habits | |
| The 12 guidelines of effective time management | Online Class |
| Choose the Right Multinational Policy | Online Class |
| DIC/DIL: Key Provision of a Multinational Program | Online Class |
| Elements of a FOS Policy | Online Class |
| Elements of a Master Policy | Online Class |
| Features of a Local Policy | Online Class |
| Foreign Entity Loss Endorsement Key Provision of a Multinational | Online Class |
| IA&H Insurance Learning and Development: Business Travel Insurance - An Introduction | Online Class |
| IA&H Insurance Learning and Development: Introduction to A&H | Online Class |
| IA&H Insurance Learning and Development: Managing and Pricing a Short-Tail Portfolio | Online Class |
| IA&H Insurance Learning and Development: Personal Accident Insurance - An Introduction | Online Class |
| IA&H Insurance Learning and Development: Understanding A&H | Online Class |
| Multinational Certification Assessment | Online Class |
| Multinational Compliance and Regulatory Issues | Online Class |
| Multinational Terminology | Online Class |
| Multinational Test-Out Assessment | Online Class |
| Talent Portal Learning Center: Search for Training Quick Reference Guide | Online Class |
| The Multinational Need | Material |
| Chubb Individual Contributor Competencies | Online Class |
| Genext New Quote Guided Practice | Material |
| How to Create a New Quote in generationeXt | Online Class |
| Guideline on Anti-Money Laundering and Counter-Terrorist Financing - New and Annual Staff | Material |
| IA&H Insurance Learning and Development: Managing and Pricing a Short-Tail Portfolio | Material |
| IA&H Insurance Learning and Development: Personal Accident Insurance - An Introduction | Online Class |
| IA&H Insurance Learning and Development: Understanding A&H Policy Contracts | Online Class |
| Producers with Delegated Authority (PDA) Manual and Checklist | Online Class |
| Talent Portal Learning Center: Search for Training Quick Reference Guide | Online Class |
| Producers with Delegated Authority (PDA) Manual and Checklist | Material |
| Performance Management Process | Online Class |
| IA&H Insurance Learning and Development: Managing and Pricing a Short-Tail Portfolio | Online Class |
| IA&H Insurance Learning and Development: Personal Accident Insurance - An Introduction | Online Class |
| IA&H Insurance Learning and Development: Understanding A&H Policy Contracts | Online Class |
| Multinational Certification Assessment | Online Class |
| Multinational Compliance and Regulatory Issues | Online Class |
| Multinational Terminology | Online Class |
| Multinational Test-Out Assessment | Online Class |
| The Multinational Need | Online Class |

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| Introduction to Insurance Market Cycles | Online Class |
| Overview of a Hard Market | Video |
| The Distinction Between Training & Learning | Video |
| Advanced Sales Effectiveness | Video |
| Captive Fronting Module 1: An introduction to Captives | Session |
| COG Appetite for Risk | Online Class |
| COG Casualty Underwriting Process | Online Class |
| COG Hazard Analysis | Online Class |
| COG Rating | Online Class |
| COG Risk Information Development | Online Class |
| CORE Cyber Pricing Tool Guide | Online Class |
| CORE Cyber Pricing Tool Part 1 - General Information and Exposures | Material |
| CORE Cyber Pricing Tool Part 2 - Objective Modifiers | Video |
| CORE Cyber Pricing Tool Part 3 - Subjective Modifiers | Video |
| CORE Cyber Pricing Tool Part 4 - Pricing, Referral and Rate Monitoring | Video |
| CORE Rater Model - Commercial D&O Pricing Tool | Video |
| CORE Rater Model - Commercial D&O Rating Model Job Aid | Video |
| Elite Directors & Officers Policy and Curriculum Overview | Material |
| Elite Directors & Officers Policy Extensions Group 1 Exercise | Online Class |
| Elite Directors & Officers Policy Insuring Agreement Case Study | Online Class |
| Elite Directors & Officers Policy Insuring Agreement Exercise | Online Class |
| How a Hard Market Impacts the Underwriter, Broker, and Insured | Online Class |
| Mid-Year Discussion Guide | Video |
| Multinational Certification Assessment | Material |
| Multinational Compliance and Regulatory Issues | Online Class |
| Multinational Test-Out Assessment | Online Class |
| Negotiation Close Phase | Online Class |
| Negotiation Discuss & Agree Phase | Online Class |
| Negotiation Quick Reference Guide | Online Class |
| Overview of a Hard Market | Material |
| Rate: Understanding Rate Change | Video |
| The Multinational Need | Online Class |
| Three-Phrase Negotiation Approach Guide | Online Class |
| IA&H Insurance Learning and Development: Managing and Pricing a Short-Tail Portfolio | Material |
| IA&H Insurance Learning and Development: Personal Accident | Online Class |
| Insurance - An Introduction | Online Class |
| IA&H Insurance Learning and Development: Understanding A&H Policy Contracts | Online Class |
| Identify Your Unproductive Habits | Online Class |
| Overcome Procrastination at Work | Online Class |
| Physical Habits of Productive People | Online Class |
| The Advantages of a Purpose Mindset | Online Class |
| Accident & Health Underwriting Guidelines - Reference Manual | Online Class |
| Talent Portal Learning Center: Launching Courses from The Institutes Quick Reference Guide | Online Class |
| Talent Portal Learning Center: Learning Playlist – Quick Reference | Material |
| Talent Portal Learning Center: Search for Training Quick Reference Guide | Material |

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| Talent Portal Learning Center - Digital Learning Programs: Leadership, Management and Personal Ef | Material |
| generationeXt Navigation | Material |
| IA&H Insurance Learning and Development: Managing and Pricing a Short-Tail Portfolio | Online Class |
| IA&H Insurance Learning and Development: Personal Accident | Online Class |
| IA&H Insurance Learning and Development: Understanding A&H | Online Class |
| Own Your Development | Online Class |
| Set a Routine for Updating Your Manager | Video |
| Talent Portal Learning Center: Launching Courses from The | Online Class |
| IA&H Insurance Learning and Development: Managing and Pricing a Short-Tail Portfolio | Material |
| IA&H Insurance Learning and Development: Personal Accident Insurance - An Introduction | Online Class |
| IA&H Insurance Learning and Development: Understanding A&H Policy Contracts | Online Class |
| Multinational Certification Assessment | Online Class |
| Multinational Compliance and Regulatory Issues | Online Class |
| Multinational Terminology | Online Class |
| Multinational Test-Out Assessment | Online Class |
| The Multinational Need | Online Class |