



# Auto Broker Technical Course

## Program Information

### *Licencing Approved!*

**Successful completion qualifies for a Level 1 Auto Only Broker Licence.**

The holder of a Level 1 Auto Broker Licence is authorized to sell only basic compulsory and optional extension automobile insurance issued by Manitoba Public Insurance Corporation and only inside the office of a general insurance agency under the supervision of the holder of a licence authorized to carry on the activities permitted under section 4.

The Auto Broker Technical Course had been developed for those wishing to enter the insurance industry with a high level of competence in the area of automobile insurance.

#### **Phase I:**

Students will attend formal classes for three days, covering history of insurance, definitions and regulations and Autopac. An examination (70% pass mark) is conducted during this time. Students also receive training on Customer Service.

**Phase II:** Students return to their brokerages for two to three weeks of supervised training and completion of the IWS Training Tutorial. The concept behind Phase II is to have the student shadow a broker while they are completing various Autopac transactions, reinforcing the learning.

**Phase III:** Students who have successfully completed Phase I and Phase II return to the classroom for three days of Basic Autopac Training & examination (75% pass mark). Students who are not successful on the phase III examination will be required to attend MPI's 4-day "Introduction to Autopac" course and rewrite the exam. After successful completion of the exam, the student will then be issued their diploma.

**Successful completion qualifies for a Level 1 Auto Only Broker Licence.**

[This level of licence requires 4 CECs (Continuing Education Credits) per year]

#### **NEW TO THE INSURANCE INDUSTRY**

Are you interested in becoming an Insurance Broker, but have no brokerage at which to complete Phase II? IBAM (Insurance Brokers Association of Manitoba) will help you if necessary to make arrangements with a brokerage where you can complete your Phase II training. Many brokerages are looking for new employees, so this placement could lead to employment. If not, IBAM will post your resume on the IBAM website.

**See over to register for an upcoming course.**