



IAT PROGRAM

INSURANCE ADJUSTER TRAINING PROGRAM

Insurance Adjuster Education

**WHERE OPPORTUNITIES ARE
ENDLESS**



The IAT Program is an 8 week insurance training program designed to teach participants how to be Insurance Claims Adjusters.

INSURANCE CLAIM ADJUSTING

A career opportunity hidden in plain sight

A career in insurance claims adjusting is a smart decision when selecting a new career path. The popular opinion of insurance is that it is necessary, yet few know of its vast employment opportunities.

Adjusters are a key component to the viability of an insurance company. It is through the work of the adjuster that a client's trust and confidence in their insurance policy is fortified.

TPAS, LLC offers pre-licensing & continuing education courses for adjusters to enhance their insurance claim knowledge, aptitude, and skills.



TPAS instructors have over 30 years of experience as claims adjusters and are experts in their fields.

WHAT DOES AN INSURANCE CLAIMS ADJUSTER DO?

DEFINITION

An adjuster is an employee of an insurance company or an adjustment firm employed by an insurance company hired to investigate, for the purpose of settlement, a claim for damages that have occurred to property or persons.



*Gary Smith
Field Property Adjuster
TPAS Graduate - Sep. 2016*

*Nicole Nelson
Field Contents Adjuster
TPAS Graduate - Jul. 2016*

ROLE & RESPONSIBILITIES

A claims adjusters duties involve interviewing the claimant and witnesses, obtaining police and/or hospital records (if necessary), and inspecting property damage to determine the extent of liability.

Adjusters can handle property claims involving damage to buildings & structures. They also handle liability claims for damages or injuries caused by motor vehicle accidents, slip & falls, dog bites, or negligent behavior.

FUNCTION & DUTIES

All Lines Adjusters may handle property and casualty claims, professional liability, hospital professional liability, excess liability, physicians and surgeons liability, aircraft liability/hull, inland marine, ocean marine, boiler and machinery, as well as various types of bond losses.

Job duties include:

- Responding to claims in a timely manner.
- Communicating with policy holders.
- Researching each aspect of the claim, including building damage, contents, and extra living expenses.
- Preparing a detailed damages report for the purpose of making an offer of settlement.
- Utilizing computer skills with a degree of proficiency.



WHAT OPPORTUNITIES ARE AVAILABLE FOR INSURANCE ADJUSTERS?

Insurance is incorporated in all areas of everyday life and business. As a result, there are multiple insurance policy subjects where an adjuster is needed.

In addition, there are varying levels of expertise within each insurance subject.

Here are some of the different types of insurance adjusting:



- Automobile
- Residential
- Commercial
- Boat/Marine
- Environmental
- Trucking Liability
- Surety Bond
- Workmans
- Compensation
- Flood

Opportunities are available for graduates to become staff or independent adjusters. An independent adjuster operates as an independent contractor.

HOW ARE INSURANCE ADJUSTERS COMPENSATED?

How an adjuster is compensated depends on their job position.

Staff Adjusters

OFFICE

**Starting Salary at \$25,000
with potential earnings
above \$50,000.**

FIELD

**Starting Salary at \$50,000
with potential earnings
above \$75,000.**

Once employed staff adjusters are eligible for benefits.



Independent Adjusters

OFFICE

**Earnings start at \$200 daily
with earning potential
above \$400 daily.**

FIELD

**Earnings start at \$400 daily
with earning potential above
\$1,000 daily.**

*Independent Adjusters are contracted for term
deployments on an as needed basis.*

WHAT ARE THE REQUIREMENTS FOR BECOMING AN ADJUSTER?

To be an adjuster you must be licensed by your resident state. If your resident state does not issue adjuster licenses you can apply with a licensing state as a non-resident. Missouri is one of 16 states that do not issue an adjuster license.

Once licensed in Texas, a non-resident license can be applied for, based on reciprocity rules, in other states without meeting their pre-licensing requirements.

The Texas All Lines Adjuster License is the most popular adjuster license in the country.

Texas Adjuster License Requirements:

- 18 years of age or older
- US Citizen or legal alien who possess a work authorization from the US Immigration and Naturalization Services
- Complete an Adjuster Pre-Licensing Course or Pass the Texas state exam
- Complete the Texas Insurance Adjuster License application and submit with applicable fee
- 26 hours of continuing education every 2 years (2 hrs in Consumer Protection &/or Adjuster Ethics

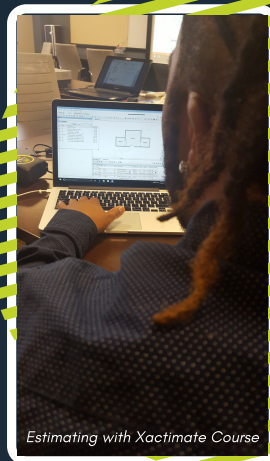
WHAT IS THE INSURANCE ADJUSTER TRAINING (IAT) PROGRAM?

The IAT Program equips participants with all the industry knowledge and tools that a new adjuster will need to be successful. Our program includes hands-on training, mentoring, and job-placement assistance.



The IAT Program ensures participants are well-rounded adjusters and able to adapt to any insurance environment.

Our curriculum incorporates general and specialized topics. Upon completing the program participants have the knowledge and skill set equivalent to an adjuster of 1 year experience.



HOW IS PROGRESS TRACKED?

Participant progress is tested and evaluated weekly. During one-on-one sessions, achievements and any areas in need of improvement are discussed.

The IAT evaluation includes:

- Monitoring of attendance and punctuality.
- Testing of knowledge with weekly exams.
- Tracking your understanding of insurance concepts.
- Discussing your strengths and potential fits for job placement.

TPAS mentors each participant during the IAT Program and beyond.



**2015-2019: IAT Program
completion rate average
at 100%**

IAT PROGRAM COURSE LIST & SCHEDULE

WEEK 1

**Texas All-Lines Adjuster
Pre-Licensing**
Course#89372

This course satisfies all Texas Department of Insurance requirements for obtaining the Texas All-Lines Adjuster license.

WEEK 2

**First Impressions &
Customer Service**

Students learn insurance industry etiquette and best customer service practices.

WEEK 3

**Policy Interpretation
Certification**

This course teaches how to interpret insurance policy language and how to make proper coverage decisions.

WEEK 4

***Computer Skills 101**
Optional course offer

This course teaches how to navigate in the Windows operating system and Microsoft Word & Excel.

WEEK 5

**Personal Property
(Contents) Certification**
Course#1095643

Students learn how to inspect, evaluate, document, estimate, and settle personal property losses.

WEEK 6

Property Adjuster 101

Students learn how to investigate, evaluate, and settle structural property claims.

WEEK 7

Estimating with Xactimate

Course#27037

This course offers training in Xactimate; the industry preferred estimating platform.

WEEK 8

Final Evaluation & Graduation

Students are put to the test applying what they've learned as they work claims from start to finish.

Daily Operations

Program Hours: Monday - Friday from 9:00a - 4:00p

Monday-Wednesday:

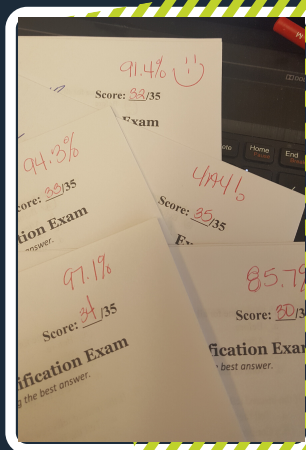
Designated course topic per schedule.

Thursday:

Full course review and exam

Friday:

Exam results are provided with weekly progress reports.



BENEFITS FOR IAT GRADUATES

Upon successful completion of the IAT Program participants are licensed as Texas All Lines Adjusters. Participants will also satisfy the 26 required CE hours which will be valid for 2 years.

Participants receive 6 certificates corresponding with each weekly course subject; plus the IAT Certificate.

The IAT Program's most valuable benefit is its post-graduate support services.

ADJUSTER SUPPORT SERVICES

State Licensing Application Assistance

TPAS Adjuster-Mentor Teams

Field Inspection Ride-Along

Deployment Coaching Assistance

IA Firm Target List

IA Firm Roster Referral Services

Private Information Network Service



2011-2018

Train-to-Employment Rate
76.25%

Our adjusters are mentored and coached until employment and beyond.

In 2015, TPAS partnered with Property Adjusting Academy. The pair collaborated with the City of Fort Worth, TX and introduced the IAT Program. As a result, 80% of the participants successfully secured an insurance claim position.

In 2011 TPAS was created to fill the need for enhanced training and support for insurance adjusters. Our goal is to fill the insurance talent gap with a diverse workforce.

CERTIFICATIONS & ASSOCIATIONS

Texas Department of
Insurance Education
Provider# 96252

*State of Missouri
Department of Secondary
Education Vocational
Rehabilitation Vendor*

*St. Louis Economic
Development Partnership
Business Member*

*System for Award
Management Registered
Business*