

# ALL RISKS UNIVERSITY PROGRAM

The **All Risks University** program, beginning in June 18, 2012, offers recent graduates and industry professionals preparation for various career paths available in a successful Wholesale Brokerage firm.

Discover what it takes to be a wholesale producer in the Surplus and Specialty Lines Market!



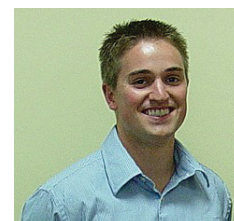
Our goal is to hire potential leaders to take part in an intense training program during the first year of a career with All Risks.

The topics discussed will provide you with the tools necessary for a successful career. All Risks is looking to hire future leaders as brokers, underwriters and managers at select All Risks' branch offices across the country.

We are looking for candidates who are;

**Entrepreneurial, Ambitious, Honest, Honorable, Hard Working  
Ethical, Courageous, Committed, Professional,  
Loyal, Positive and Collaborative**

*Does that describe you? If so, apply today!*



## BEGIN YOUR CAREER WITH ALL RISKS

Through the **All Risks' University** training program, participants will receive support at multiple levels throughout the company. You and your peers will work together to get the most from the rigorous training.



After graduation from the training program, you will continue with branch specific education and guidance to help you build your career as a broker or underwriter for one of our production units. This will include being challenged with accounts that demand thoughtful and analytical skill application.



In addition, our mentors will provide counseling and insight into the fast-paced world of Surplus and Specialty Lines.

# allrisks®

## CURRICULUM

- Principles & Practices of Surplus Lines
- Sales & Marketing
- Use of our Proprietary Systems
- All Risks Products and Services
- All Risks Culture & Mission
- Leadership Skills
- Commercial Property & Casualty Coverages
- Submission Analysis and Market Selection
- Presentations by Support Service Experts

## QUALIFICATIONS

### *All Applicants Must*

1. Have an overall grade point average of at least 3.0 of a 4.0 scale
2. Be at least 18 years of age and able to show proof of legal eligibility to work in the U.S.
3. Be able to relocate
4. Possess proficiency in *Microsoft Office* applications
5. Have excellent written and oral communication skills as well as strong interpersonal skills

### *College Seniors & Recent Graduates Must*

1. Be a recent graduate or full-time Senior enrolled at an accredited 4-year College or University
2. Be pursuing or have received a degree in Insurance and/or Risk Management
3. Be a graduate prior to All Risks University start date

### *Industry Candidates Must*

1. Possess an AU or ASLI designation OR a B.S. Degree (preferably in Insurance/Risk Management)
2. Have a minimum of 3 years Property and Casualty experience
3. Have passed INS 21 and INS 23

## HOW DO I APPLY?

Submit the following information to us by mail, fax or electronically via our website at [www.allrisks.com](http://www.allrisks.com):

- Completed **All Risks University** application (available online)
- Current resume
- College transcript, if a student or recent graduate
- One letter of recommendation or professional reference (preferably insurance related)



Fax the information to: All Risks - Attn: HR Department at 410-828-7569

Mail the information to: All Risks - Attn: HR Department  
10150 York Road, 5th Floor  
Hunt Valley, MD 21030

Email the information to: [university@allrisks.com](mailto:university@allrisks.com)

Complete online at: [www.allrisks.com](http://www.allrisks.com)

**Applications submitted by March 1st will receive first consideration.**