

## What is the IFS Center for Educational Excellence?

The Insurance and Financial Services Center for Educational Excellence (IFS Center) is an innovative workforce initiative developed by Connecticut's insurance and financial services businesses.

Its purpose is to address the industry's short-term and long-term workforce needs and provide the skills and training required for individuals to enter and advance within the insurance, banking, and financial services industry.

Only Certificate Level and Professional License Training will be provided at no cost to eligible Connecticut participants.\*

## How the IFS Center can benefit you:

- Advance your technical skills
- Help you become more marketable to find a position as a financial manager, financial analyst, business analyst, accountant, auditor, financial sales agent, or broker
- Work with professionals who assist with résumé writing and interviewing techniques

## Comprehensive Training & Development

*Preparing People to Become:*

- Financial Managers & Analysts
- Accountants and Auditors
- Financial Sales Agents & Brokers

...and many more jobs within the Insurance & Financial Services Industry

*A partnership of:*

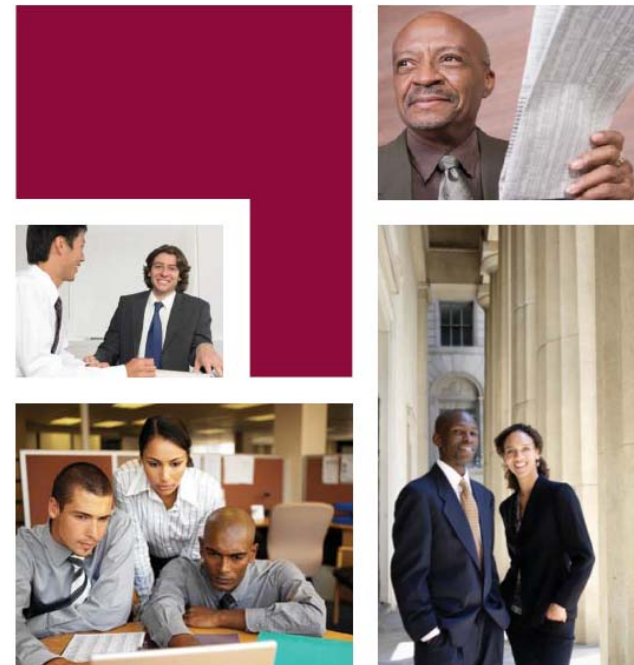


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## Career Planning for Life

Let the IFS Center help you succeed

Training and Developing Workers for the Insurance and Financial Services Industry



\*Funded through a U.S. Department of Labor training grant awarded to the State of Connecticut and administered by The WorkPlace, Inc.

## Programs & Coursework

Developed for individuals with varying levels of experience. Depending on your educational background and work experience, you can participate in Introductory and Intermediate Training that lead to the following:

- General Insurance Certificate
- Business Analyst Certificate
- Professional Licenses (NASD Series 6, 7, 63, 65, 66, and more)
- Associate Degree in Insurance & Financial Services

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### Introductory Training

- Understanding & Navigating the World of Business
- Introduction to Insurance, Banking, and Financial Services
- Quality Customer Service and Cross Selling for Results
- Mathematics for Management and Finance
- MS Office - Introduction to Word, Excel, and PowerPoint
- Business Writing
- Accounting and Finance Basics

### Intermediate Training

- Legal Environment of Insurance, Banking, and Financial Services
- Financial Modeling and Cost Management
- Foundations of Risk Management
- Financial Statement Analysis
- Fundamentals of Strategic Leadership
- Project Management

### General Insurance Certificate

- Insurance Practices & Policies
  - \* Property & Liability Insurance Principles
  - \* Personal Insurance
  - \* Commercial Insurance

### Business Analyst Certificate

- Gathering and Defining Requirements
- Facilitation
- Capturing Business Requirements
- Joint Application Design (JAD)

**Most courses are held at Capital Community College in Hartford and Norwalk Community College.**

Dear Prospective IFS Center Participant:

Connecticut has the highest concentration of insurance and financial service careers in the nation and these sectors are projected to continue to grow. Careers in insurance and financial services require trained employees to meet business needs.

The IFS Center for Educational Excellence is a workforce initiative designed to provide the skills and training required to enter and advance in the growing insurance and financial services industry.\*\*

**As an unemployed resident of Connecticut, you may be eligible to participate in the program at no cost.**

Take advantage of this no-cost training opportunity to launch into a career with excellent job and advancement prospects.

To learn more about the program, contact me today at (203) 610-8574.

Sincerely,

Herman Chapman  
IFS Center, Program Manager

\*\*The IFS Center can provide you the opportunity to earn introductory training, intermediate training, certificates, and licenses.