

Grade History for Raymond M Burnham II

March 19, 2005

	<u>Examinations Taken</u>	<u>Grade</u>	<u>Date</u>
API 28	Personal Ins: Underwriting & Marketing Practices	Excellent	November 2002
RMPE 352	Risk Management For Public Entities	Pass	May 2002
AFSB 151	Principles Of Suretyship	Excellent	February 2002
AFSB 152	Contract Surety	Good	February 2002
AFSB 153	Crime Insurance & Noncontract Surety	Good	February 2002
AIAF 112	Insurance Information Systems	Good	February 2002
AIAF 113	Insurance Company Finance	Excellent	November 2001
AIT 134	The Strategic Management Of Information	Excellent	November 2001
AMIM 121	Ocean Marine Insurance	Excellent	May 2001
AMIM 122	Inland Marine Insurance	Good	May 2001
APA 91	Principles Of Premium Auditing	Excellent	May 2001
APA 92	Premium Auditing Applications	Excellent	May 2001
ALCM 75	Property Protection	Good	February 2001
ALCM 74	Accident Prevention	Pass	December 2000
ARP 102	Strategic Management For Insurers	Excellent	November 2000
ASLI 162	Surplus Lines Insurance Practices	Excellent	May 2000
INS 21	Property And Liability Insurance Principles	Excellent	February 2000
AAM 133	Managing Automated Activities	Excellent	December 1998
API 29	Services, Management, And Issues	Excellent	December 1998
SM 19	Supervisory Skills	Pass	June 1998
WRITE	Writing At Work	Pass	June 1998
ALCM 76	Occupational Health And Hygiene	Good	May 1998
RM 350	Introduction To Risk Management	Pass	April 1998
SM 18	Essentials Of Supervision	Pass	March 1998
UNDWR 360	Introduction To Underwriting	Pass	November 1997
CLAIM 330	Introduction To Claims	Pass	September 1997
INTRO 320	Introduction To Property-Liability Insurance	Pass	July 1997
ARP 101	Business Research Methods	Pass	May 1997
ASLI 161	Surplus Lines Insurance Principles And Issues I	Good	December 1996
IR 201	Insurance Regulation	Pass	December 1996
AIAF 111	Statutory Accounting For Property & Liability Insurers	Pass	June 1996
AAM 131	Essentials Of Automation	Excellent	May 1996
AAM 132	Automation In Insurance	Excellent	May 1996

AIS 25	Delivering Insurance Services	Excellent	June 1995
AIC 34	Workers Comp And Medical Aspects Of Claims	Good	May 1994
AIC 36	Liability Claim Practices	Excellent	December 1993
ARe 142	Reinsurance Practices	Good	June 1993
AIC 35	Property Loss Adjusting	Excellent	May 1993
ARe 141	Principles Of Reinsurance	Excellent	January 1993
AIC 33	The Claims Person And The Public	Good	December 1992
AAI 83	Agency Operations And Sales Management	Pass	December 1984
AAI 82	Multiple-Lines Insurance Production	Pass	May 1984
AU 61	Principles Of Property-Liability Underwriting	Good	May 1984
AU 62	Personal Lines Underwriting	Pass	May 1984
AAI 81	Principles Of Insurance Production	Good	December 1983
AU 63	Commercial Liability Underwriting	Good	December 1983
AU 64	Commercial Property & Multiple-Lines Underwriting	Good	December 1983
AIM 42	Management And Human Resources	Excellent	May 1983
AIM 44	Management In A Changing World	Good	May 1983
AIM 41	The Process Of Management	Excellent	December 1982
AIM 43	Managerial Decision Making	Excellent	December 1982
ARM 54	Structure Of The Risk Management Process	Excellent	May 1982
ARM 55	Risk Control	Pass	May 1982
ARM 56	Risk Financing	Excellent	December 1981
CPCU IV	Insurance And Business Law	Pass	June 1976
CPCU V	Management, Accounting And Finance	Pass	June 1976
CPCU II	Analysis Of Insurance Functions	Pass	June 1975
CPCU I	Insurance Principles And Practices	Pass	June 1975
CPCU III	Economics; Government And Business	Pass	June 1975

<u>Programs Completed</u>	<u>Date</u>
Chartered Property Casualty Underwriter	June 1976
Associate In Claims Program	May 1994
Associate In Management Program	May 1983
Associate In Risk Management Program	May 1982
Associate In Underwriting Program	May 1984
Associate In Loss Control Management Program	February 2001
Accredited Adviser In Insurance	December 1984
Associate In Premium Auditing	May 2001
Associate In Research & Planning	November 2000
Associate In Insurance Accounting & Finance	February 2002
Associate In Marine Insurance Management	May 2001
Associate In Information Technology	November 2001
Associate In Reinsurance	June 1993
Associate In Fidelity And Surety Bonding	February 2002
Associate In Surplus Lines Insurance	May 2000
Insurance Regulation	December 1996
Associate In Regulation And Compliance	September 1999

Associate In Insurance Services	May 1996
Associate In Personal Insurance	December 1998
Associate In Automation Management Program	December 1998
Writing At Work	June 1998
Introduction To Property-Liability Insurance	July 1997
Introduction To Claims	September 1997
Program In Supervisory Management	June 1998
Introduction To Underwriting	November 1997
Introduction To Risk Management	April 1998
Risk Management For Public Entities	May 2002
Associate In Risk Management - Public Entity	May 2002

Notes:

The clear majority (12 of 21) of the ‘Pass’ grades I received were for courses that did not offer either ‘good’ or ‘excellent’ grades. How do *you* really think I did on Introduction to Insurance in July 1997?

There were times I took few courses (none from 6/76 until 12/81 ... except for the CLU and CIC which I earned in 1978 and 1980 respectively and none from 12/84 until 12/92) due to other work obligations. I started The Burnham System in 8/76.

I started the Burnham and Nale Insurance Agency in 3/84. Note the next exam I took was titled “Agency Operations and Sales Management” in 12/84.

I did the ChFC, RHU, and REBC in the late 1990s and/or very early 2000s.

I hope my work and studies help inspire you in your work and studies.

Every success ... always,

Ray



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