Agent Certification Requirements

To earn a full **Agent Certificate**, members must complete all 4 parts listed below. For example, completing Part A will give you the "Agents Certificate - Part A Personal Lines Technical." Once all four parts are completed, you will receive the complete "OMIA Certification Program - Agents Certificate."

Certificates are not automatically sent out right after completion. Please wait 4-8 weeks to receive an email with your certificate attached.

Important Notes:
- You would get credit if you completed the OMIA course in the last 5 years.
- OMIA is not currently accepting course equivalencies.
- You must be fully engaged, interactive, and present for the entire course to earn credit(s).

COURSE TITLE
Part A – Personal Lines Technical
1. Boatowners & Marine Coverage Review (Live Online/Hybrid)
2. Insuring Residential Condo Unit Owners (Live Online/Hybrid)
3. Navigating Insurance Applications (On Demand)
4. Navigating Insurance to Value (On Demand)
5. Navigating Policy Contracts (On Demand)
6. Personal Cyber Exposure & Coverage Review (Live Online/Hybrid)
7. Personal Liability Coverage Review (Live Online/Hybrid)
8. Personal Lines Auto Program (Live Online/Hybrid)
9. Personal Umbrella Liability Coverage Review (Live Online/Hybrid) (On Demand)
10. Promoting Insurance to Value - Residential Dwellings (Live Online)
11. Residential Property Coverage Review (Live Online/Hybrid)
12. Unique Exposures & Coverage Review (Under Development) (i.e., Earthquake, Flood, etc.)
PART A – PERSONAL LINES TECHNICAL CERTIFICATION ISSUED

![Ontario Mutual Insurance Association logo]

Part B – Commercial Lines Technical
1. Commercial Cyber Exposures & Coverage Review (Live Online/Hybrid)
2. Commercial Liability Coverage Review (Live Online/Hybrid)
3. Commercial Lines Auto Program (Live Online/Hybrid)
4. Commercial Loss of Income Coverage Review (Live Online/Hybrid)
5. Commercial Property Coverage Review (Live Online/Hybrid)
6. Contractors Property Coverage Review (Live Online/Hybrid)
7. Crime Coverage Review (Live Online/Hybrid)
8. Garage Auto Program (Live Online/Hybrid)
9. Navigating Insurance Applications (On Demand)
10. Navigating Insurance to Value (On Demand)
11. Navigating Policy Contracts (On Demand)
12. Promoting Insurance to Value - Commercial Insurance
13. Unique Exposures & Coverage Review (Under Development)
PART B – COMMERCIAL LINES TECHNICAL CERTIFICATION ISSUED

Part C – Farm Lines Technical
1. Agricultural Building Construction (On Demand)
2. Agricultural Cyber Exposure & Coverage Review (Live Online/Hybrid)
3. Agri-Tourism Liability Loss Prevention (On Demand)
4. Cash Crop & Grain Handlers Coverage Review (Live Online/Hybrid)
5. Farm Liability Coverage Review (Live Online/Hybrid)
6. Farm Livestock Coverage Review (Live Online/Hybrid)
7. Farm Loss of Income Coverage Review (Live Online/Hybrid) (Under Development)
8. Farm Machinery & Equipment Coverage Review (Live Online/Hybrid)
9. Farm Property Coverage Review (Live Online/Hybrid)
10. Farm Produce Coverage Review
11. Navigating Insurance Applications (On Demand)
12. Navigating Insurance to Value (On Demand)
13. Navigating Policy Contracts (On Demand)
PART C – FARM LINES TECHNICAL CERTIFICATION ISSUED

ONTARIO MUTUAL INSURANCE ASSOCIATION

Agents Part D – Sales Skills
1. E&O Risk Management - Live Online/Hybrid
2. Ethics for Sales Professionals - Live Online/Hybrid
3. LinkedIn Profiles - Live Online/Hybrid
4. Professional Presentation Skills - Live Online/Hybrid
5. Sales Skills – Prospecting - Live Online
6. Sales Skills – Referrals - Live Online/Hybrid
7. Sales Skills – Upselling - Live Online/Hybrid
8. Sales Skills – Winning Back Customers – Live Online/Hybrid
9. Sales Skills – Value Proposition - Live Online/Hybrid
10. Sales Skills – Turning Prospects into Clients – Live Online/Hybrid Under Development
PART D – SALES SKILLS CERTIFICATION ISSUED