



**invest**<sup>SM</sup>

**TEACHER'S  
TEXTBOOK GUIDE**

# TEXTBOOK OVERVIEW



## Introduction to Insurance

Chapter 1 focuses on foundational principles across the study of insurance and risk management.



## Managing Risks

Chapter 2 explores the nature of common risks and how insurance protects against such risks.



## Marketing and Selling Insurance

Chapter 3 highlights sales and marketing concepts while emphasizing how insurance helps to rebuild people's lives after a loss.



## Insurance Agency Operations

Chapter 4 discusses basic business planning concepts along with various job functions within an insurance agency.



## A Career In Insurance

Chapter 5 explores various careers across the insurance industry along with the types of individuals most successful in each position.



## Automobile Insurance

Chapters 6, 7 and 8 provides an overview of the personal auto policy, key issues in auto insurance and how pricing is determined.



## Homeowners and Renters Insurance

Chapters 9 and 10 reviews homeowner and renter property coverages. Homeowner liability coverages are also explored.



## Business Owner's Policy

Chapter 11 provides an overview of the Business Owners Policy (BOP) and eligibility requirements.



## Life and Health Insurance

Chapter 12 explores life, health and disability insurance policies along with key terms associated with each policy.

Learning checkpoints are provided throughout the curriculum as students explore insurance terms and concepts.

# SCHOLARSHIPS

Each year, Invest raises funds for scholarships that are offered to students who have completed the Invest program along with up-and-coming talent new to the independent agency network.

## Higher Education Scholarships

Earn up to **\$10,000** towards a two or four-year degree.

## Classroom to Career Scholarships

Receive up to **\$500** reimbursable towards insurance licensing and designations.



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