

Cannabis Insurance Coverage Specialist (CICS) Designation

What is the Cannabis Insurance Coverage Specialist (CICS) Designation?

This forward-thinking program was developed by ALM's subject matter experts and thought leaders in conjunction with multiple insurance, legal and cannabis industry experts. The coursework is hot off the presses and is being developed and updated to reflect the ever-evolving cannabis industry. With the remaining courses becoming available in the next several months, now is the perfect time to begin or continue your CICS designation!



Who is it for?

Whether you are an insurance producer, agent, risk manager, or otherwise engaged in various areas of the cannabis business, this designation is for you! CICS will be the most complete professional learning program available for industry professionals as well as growers, suppliers, manufacturers, dispensaries and others seeking to master the complex and ever-evolving subject of cannabis insurance coverage.

What will I learn?

Valuable education from a six course curriculum will enhance your knowledge and skills related to the cannabis business.

Available Courses:

Cannabis Insurance 101, the first course in the CICS designation program, features a detailed overview of the cannabis landscape, enhanced with real-life case study exercises. It's the foundation for understanding the myriad issues related to running cannabis-touching businesses.

Managing the Risks of Cannabis-Related Businesses, the second module in the designation program, focuses on the risks inherent in cannabis-related insurance. It looks at some of the most pressing issues related to risk, beginning with a general overview of risk management, types of risk, theories and options related to controlling risk, and the steps necessary to implementing a viable risk management program. Next, we examine types of risks, including supply chain threats and risks related to federal and local regulation, as well as cultivation, manufacturing, retail, and legal issues. Finally, the course looks at insurance and exclusions affecting cannabis-related businesses such as criminal exclusions and health and hazard issues.

Understanding and Handling Cannabis Insurance Claims, provides a cannabis adjuster, other insurance professionals, and those involved in cannabis-related businesses, with additional information on cannabis and hemp to aid in their understanding of coverages in relation to ISO product definitions, exclusions, and exceptions. It starts with an overview of general claims before diving into cannabis-exclusive claims topics including exclusions and documentation. The course then takes a much deeper look at the claims handling process in relation to cannabis for most major types of coverages, including auto, commercial general liability (CGL), workers compensation and others. The course finishes with a discussion on subrogation, fraud, and ethics issues related to the unique topic of cannabis-related claims coverages, as well as sample questions to assist an adjuster in a cannabis claim investigation.

Real Estate and Cannabis Insurance touches on unique issues specifically related to state regulations around cannabis and real estate values. This course also examines types of cannabis-related real estate properties, such as, dispensaries and grow operations. Take an in-depth look at both real estate insurance related to cannabis, as well as, specific liabilities regarding cannabis-related properties. This course ends with a look at commercial general liability (CGL) declarations, including a sample policy.

Upcoming Courses (available in the next few months):

- Workers' Compensation
- Financial Services

In addition to the courses, you will receive exclusive information and articles from subject matter experts.

You will also have access to ongoing specialized information related to cannabis to keep your credentials up-to-date post program.

What will I receive?

After finishing each course, you will receive a certificate of completion.

Once you successfully complete all six courses, you will receive

- An embossed Designation Certificate
- A digital **CICS** badge to add to your LinkedIn profile
- An option to earn CE credits for accredited states

Marijuana legalization is increasing across the United States, and more and more organizations have connections to cannabis-related businesses. The courses in the **Cannabis Insurance Coverage Specialist (CICS)** designation can help you understand the key issues, risks and unique business needs to be successful in operating and advising a cannabis-related business.