

**INSURANCE INSTITUTE OF INDIA**

**(COLLEGE OF INSURANCE)**

**THREE DAYS WORKSHOP FOR FACULTIES (Life Insurance)**

**(From: 19.03.2012 to 21.03.2012)**

*Insurance Institute of India has scheduled a Three days workshop for the faculties of ATI's and in-house training centres of Life Insurance companies in concurrence with the circular dated 7th December, 2011 issued by Insurance Regulatory and Development Authority.*

**Syllabus:**

*In three days workshop we shall cover Underwriting and Actuarial practices, Sales Management, Ethical practices in Life Insurance, Need analysis, Personal financial Planning, Advice Base Selling, Legal, Regulatory and compliance. On the last day we will cover Learning Models – for transfer of learning, Selecting Appropriate Training Methodologies and Training Aids, Presenting and Training etc.*

**Sponsorship:**

*All the participants must be sponsored and nominated by ATI or by the Insurance Company in case of their in-house training centres*

**Eligibility:**

*As mentioned in circular issued by IRDA under reference: IRDA/AGTS/CIR/GLD/269/2011 dated 7th December, 2011.*

**Course Fees:**

*Course Fees is Rs.9500 (Plus service tax @10.30%) Total Rs. 10480/-. Fees should be payable by means of Demand Draft drawn in favour of "Insurance Institute of India" payable at Mumbai.*

*Course fees include tuition fees, course material, Stay arrangement at our hostel and boarding.*

*(PAN No. AAATI1174R Service tax No.: AAATO1174RSD001)*

**Enrollment:**

*To enroll for the training programme please download the enrollment form and after filling in the necessary details submit your form and fees to the office of Insurance Institute of India, Plot C-46, G-Block, Nr. Dhirubhai Ambani International School, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051 **not later than 10<sup>th</sup> March, 2012***

**Timing: 10.30a.m. to 5.00p.m.**

Venue: Insurance Institute of India( College of Insurance),G Block, Plot No.

C–46, Near Dhirubhai Ambani International School,

Bandra Kurla Complex,Bandra (E),Mumbai – 400051.

(Course Co–ordinator : Mr.N.D.Kokare – **022-26541160 / 9820070358,**

Email: ndkokare@iii.org.in)

**[\(CLICK HERE TO DOWNLOAD THE ENROLLMENT FORM\)](#)**