

# Insurance Institute of India



G Block, Plot No. C-46,  
Bandra Kurla Complex,  
Bandra (East), Mumbai – 400051  
[www.insuranceinstituteofindia.com](http://www.insuranceinstituteofindia.com)

## Happenings at Institute Monthly e-Newsletter January 2014

### Inauguration/Launch

#### **IRDA launches Revised Course Material for pre-recruitment training of General Insurance Agents**

*Mr. T. S. Vijayan, Chairman, Insurance Regulatory and Development Authority (IRDA) launched the revised course material for pre-recruitment training and testing of General Insurance Agents at Hyderabad on 17th January 2014. Speaking at the launch event attended by CEO's and IT Heads of the general insurance companies, Chairman stated that the revision was a timely step when there is an increasing need for general insurance agents to reach out to the rural interiors of the country.*

*Describing the thought process that went into the revision, Mr. P. K. Rath, Director, Insurance Institute of India (III) informed the audience that the revision was a participative process where the Regulator, insurers and agent representatives were consulted in deciding the syllabus and the approach of the course material. The completed material was reviewed by 25 experts drawn from a cross-section of the industry. In sync with agent trainers needs, III has also provided a Workbook for giving practical exposure for the agents and a pocket size Handbook which could help agent applicants to read salient points of the course material while on the move. Mr. Rath made a special mention of the contribution of Mr. R. Chandrasekharan, Secretary General of the General Insurance Council who was the Convener of the syllabus review committee. As a measure to reduce agent applicants' training costs and on an eco-friendly note, Mr. Rath stated that though the material would technically be owned by III and IRDA, the e-version entire material would be made available online and all bonafide students, insurers and Agents Training Institutes approved by IRDA would be allowed to download it free of cost. Though the print option is not barred, III expects the stakeholders to use it only in a restrictive manner.*

*The launch function was attended by Mr. M. Ramaprasad, Member (Non-Life), Mr. D.D. Singh, Member Distribution and Senior Officers from IRDA and III.*

*Thanking III for completing the revision process taking all stakeholders on board, Chairman, IRDA made a special acknowledgment of III's telling gesture of revising the course material at its cost without any financial outgo from IRDA or any of the stakeholders.*

**Address by Shri T. S. Vijayan, Chairman, IRDA**



**Shri T.S. Vijayan, Chairman, IRDA  
Launching IC-34 Book**



**Guests at the Launch Ceremony**



## Seminar/Conference

*Insurance Institute of India was one of the Silver Promoter for “Retro Rapport – 2014” a re-union of Ex-students of R.A. Podar College, Mumbai held on 12th January, 2014. Nearly 100 plus Ex-students from different fields had gathered for the event.*

*To create awareness in insurance education and training, the institute had displayed all the study materials at the event. Various information regarding Examinations, Specialised Courses, Examination Pattern, Training, Library Facilities etc. was briefed to the members gathered there.*



## Associated Institute

### **Ernakulam Insurance Institute**

*Local Seminar on “Challenges in choosing a career” was conducted on 18th January, 2014 at Ernakulam. The purpose of the seminar was to create awareness among members while choosing a career for their children. Sri T K Sadasivan ex-council member welcome the gathering. Dr. C. Unnikrishnan Nair, Traffic Manager, Cochin Port Trust was the key speaker. He dealt in detail the various facets of parenting and its effects and influence on the mental growth of children. He narrated the various avenues currently available for the new generation in choosing a career. He urged the parents to be proactive in assessing the real potential of their children before choosing a career for them. Sri John Mathew, Hon. Secretary proposed vote of thanks. The seminar was attended by around 60 participants.*



**Indian Insurance Society**

**Local Seminar on 'New National Health Policy'**

Indian Insurance Society, Kolkata had organized a local seminar on the subject – New National Health Policy on 11th January, 2014. The seminar was conducted at United India Insurance training centre.

The aim of the seminar was to focus on the changes in Health Policy and to scan the pros and cons of the policy. The seminar was inaugurated by Mr. Subir Bhattacharjee, General Manager, National Insurance Company Ltd. Dr. Abhijit Kar, Dy.General Manager, National Insurance Company Ltd., CRO-I and Mr. S.Dev Roy, DGM, TAC CRC (Retd.) were present in the inaugural session. All the dignitaries highlighted on the policy.

Mr. Subir Bhattacharjee in his keynote address briefed about the health policy. Mrs. Parmita Iyer, Manager, National Insurance Company Ltd. and Dr. V.K.Mittal, Head Genius India TPA Pvt.Ltd., were the speakers. Mrs. Parmita Iyer covered the entire health policy and Dr. V.K.Mittal travelled in the arena of claim matter. 34 participants attended the seminar. The seminar was interactive and debatable with case studies. Participants were from various insurance companies and TPAs.

Everyone appreciated the efforts of Indian Insurance Society to conduct the seminar on the subject.

Dignitaries on Dais	Speaker	Audience



### Jalpaiguri Insurance Institute

Jalpaiguri Insurance Institute had organized a customer awareness campaign at Saheberkamat, P.O. Kadobarihat, Dt.Jalpaiguri & Arabindanagar Madhyamik ( HS ) Bidyalaya,Arabindanagar,Jalpaiguri on 12.01.2014 & 13.01.2014 respectively. The subject covered was Life Insurance Coverage & Health Insurance Coverage, Concept of risk, Various methods of managing the risk, Insurance as a tool for managing risk. Total 180 students participated in the campaign.



### Lucknow Insurance Institute

#### **National Seminar on 'Health Insurance Challenges & Opportunities & Effective Underwriting of Property Risks Post Detariffing'**

Lucknow Insurance Institute organized a National Seminar on 11th December, 2013 on the subject "Health Insurance Challenges and Opportunities & Effective Underwriting of Property Risks Post Detariffing".

The seminar was inaugurated by lighting the lamp by various dignitaries, some of the eminent ones included were Mr. Neeraj Kumar, General Manager, The Oriental Insurance Company Ltd., Mr. Suresh Mathur, Sr.Jt.Director, IRDA, Mr. Aditya Gupta, Sr.Divl.Manager, LIC of India, Mr. Rajiv Agarwal, Chief Regional Manager, United India Insurance Company Ltd., Mr. Rajiv Kohli, Sr.Divl.Manager, The New India Assurance Co.Ltd. Mr. V.S.Shenoy, Secretary, Insurance Institute of India also participated in the seminar

The first session of the seminar was the presentation by Mr. Neeraj Kumar on the topic "Effective Underwriting of Property Risk Post Detariffing". Mr. Kumar explained the historic practices of Underwriting followed by General Insurance Industry before Detariffing regime. He also explained the role of IRDA in this regard. According to him IRDA is playing its role very effectively. In the post detariffing regime the whole scenario has changed drastically.

The second technical session was conducted by Mr. Suresh Mathur, Sr.Jt.Director, IRDA on the topic "Health Insurance Challenges and Opportunities". He gave a detailed presentation of current picture of Health Insurance Industry in India. He also discussed various challenges faced by the industry. His presentation was full of information and latest statistics related to health insurance industry. He concluded his presentation by summarizing various opportunities of Health Insurance Industry in India and various steps taken by IRDA for all over growth of the industry.

The last session of National Seminar was a panel discussion on "Health Insurance Challenges and Opportunities". The participants in the panel discussion were Mr. A.P.Srivastava, Mr. Govind Johari, Mr. O.P.Srivastava and Dr. V.K.Sharma. All the participants highlighted various issues, current position, challenges and opportunities of Health Insurance in India. This discussion suggested various remedial steps which are required for the growth of this sector.

**Mr. U.P.Singh, Hon.Secretary, Lucknow Insurance Institute, gave vote of thanks to all the participants, officials and guests in the Seminar.**



**Madurai Insurance Institute**

**Insurance Awareness Programme**

*Insurance Awareness Programme was organised by Madurai Insurance Institute on 09.01.2014 at Thiru.vi.ka Hr.Sec.School, Sellur, Madurai.*

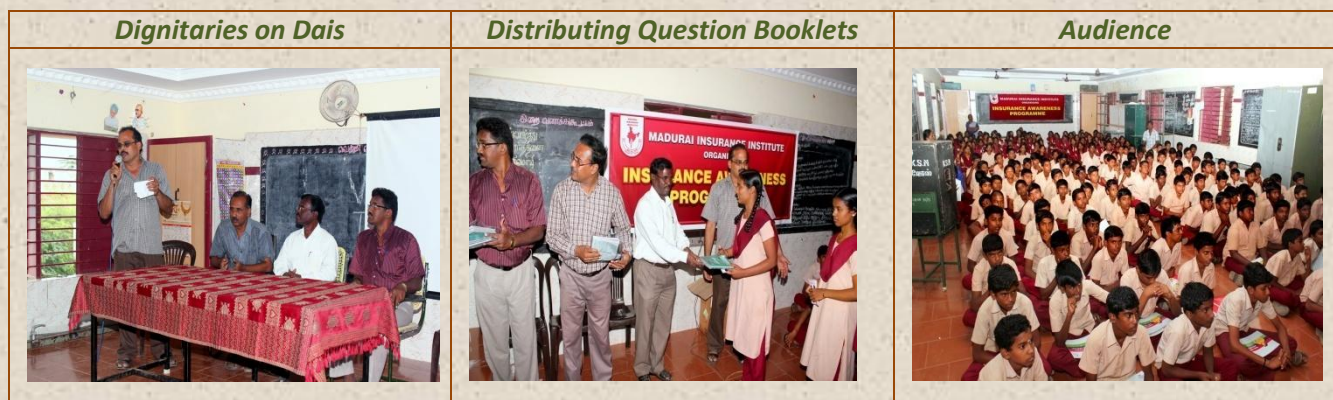
*The Meeting was presided by Sri N.Mohan, Voting Council Member of Madurai Insurance Institute. Mr. Anbuselvan, Asst.Headmaster delivered the welcome address.*

*Mr. G.Seenivasan, Secretary, Madurai Insurance Institute explained about the program and about Madurai Insurance Institute.*

*Mr. Rajagopal, Divisional Manager, LIC elaborately explained the concept of Insurance and type of Insurance. He also emphasised the need for taking Life Insurance on their life and taking vehicle Insurance, Health insurance policies. The Audio – Visual Material supplied by III was also screened during the programme.*

*The Programme was organised into two Sessions one for Class 10 Students and another for Higher secondary students. More than 600 students participated in this programme. Question booklets were distributed free of cost for the students appearing Public examination on Mar 2014.*

*The Programme was conducted for more than 3 hours and every one appreciated the role of the institute for organising such programmes.*



## Mumbai Insurance Institute

### Insurance Awareness Campaign at Gohir, Wada

Mumbai Insurance Institute organized an insurance awareness campaign at Madhyamik Aani Uchha Madhyamik Shasakiya Ashram Shala, Village – Gohir, Taluka – Wada, Dist. Thanè on 26th December, 2013. Students from Standard X to Standard XII attended the insurance awareness campaign. Mr. Shirish Jadhav, Council Member, Mumbai Insurance Institute, Mr. Dnyanesh Paranjape, Committee Member, Mumbai Insurance Institute, Ms. Vishakha Thakur, Consultant, Mr. Mangesh Sawant, The New India Assurance Co. Ltd., Mr. V.S.Shenoy, Secretary, Insurance Institute of India and Mr. Manish S. Raikar, Assistant Secretary, Insurance Institute of India participated in the insurance awareness campaign.

Ms. Vishakha Thakur initiated the proceedings by giving basic insurance knowledge to the students. Mr. Dnyanesh Paranjape explained the students about the need for Life Insurance and its types and other important features. Mr. Mangesh Sawant gave information to the students about the general insurance and its types, features etc. Mr. Manish S. Raikar explained the students about the Insurance Institute of India and its examinations and other activities.

A total of 250 students attended the insurance awareness campaign.

The Mumbai Insurance Institute members thanked Mr. V.B.Mhaske, Principal of the school for allowing them to conduct insurance awareness campaign in the school.



### **Insurance Awareness Campaign at Malgud, Ratnagiri**

*Mumbai Insurance Institute organized a customer awareness campaign at Baliram Parkar Vidyalaya, Village-Malgud , Dist Ratnagiri on 30th December, 2013.*

*Students from Jsr. College Standard XI & XII Arts and Commerce attended the insurance awareness campaign. Mr. Shirish Jadhav, Council Member, Mumbai Insurance Institute, Mr. Dnyanesh Paranjape, Mr. Vidyadhar Salvi, Mr. Sanjay Shirke, Committee members of Mumbai Insurance Institute, Mr. Vinay Paranjape, Branch Manager of Oriental Insurance co. Ltd., Ratnagiri Branch and Mr. D.P. Purohit, Sr. Divl. Manager, of New India Divl. Office, Ratnagiri also Mr. B V Chavan, Secretary, Insurance Institute of India participated in the insurance awareness campaign.*

*Mr. Raut, Principal of Jr. College initiated the proceedings by giving introduction and what is the purpose of the gathering. Mr. Dnyanesh Paranjape, explained the students about what is insurance in simple meaning giving examples. He has also explained the need for Life Insurance and its types and other important features.*

*Mr. Vinay Paranjape, gave information to the students about the general insurance and its type, features etc. with examples. Mr. B.V.Chavan, spoke about the Insurance Institute of India and its role in developing insurance expertise, examinations and activities of the College of Insurance.*

*Total 230 students (Boys and Girls) attended the insurance awareness campaign.*

*Mr. Sanjay Shirke, thanked Mr. Raut, Principal of the Jr. College, on behalf of Mumbai Insurance Institute for allowing them to conduct insurance awareness campaign in the School.*

