

Insurance Institute of India, COI, Mumbai
**Classroom Training Session on
Young Leadership Development Program (CT)**
On 12th August, 2026



Program Concept and Objectives:

The insurance industry is undergoing rapid transformation driven by digitalisation, evolving customer expectations, regulatory shifts, and emerging risks. In such a dynamic environment, the role of young leaders—particularly those serving as Sales Managers, Relationship Managers, Development Officers, and Administrative Officers—has become crucial. These young professionals serve as the backbone of distribution, customer engagement, and operational efficiency. However, despite their potential, the industry faces rising attrition rates among early-career employees due to inadequate leadership exposure, limited development pathways, and high performance pressure. To retain high-potential talent and enhance productivity, there is an urgent need for a structured, industry-specific leadership development intervention.

The Young Leadership Development Program (YLDP) is designed as a comprehensive training program aimed at equipping young insurance leaders with the managerial capabilities, technical knowledge, and human skills required to excel in a competitive marketplace.

Key Takeaways from the program: By the end of the program, participants will be able to:

- Analyse environmental trends and align business strategies
- Exhibit strong life insurance marketing capabilities
- Manage, motivate, and retain teams more effectively
- Demonstrate improved communication and leadership abilities
- Use digital tools efficiently to optimise performance

This will contribute to higher productivity, improved retention, and stronger organisational leadership pipelines.

Participant Profile: The program is designed for

- Sales Managers
- Relationship Managers
- Development Officers
- Administrative Officers

These roles are most directly responsible for customer engagement, sales results, branch productivity, and coordination with the field force.

Program Date: 12 August 2026

Program Duration: 1 day (CT)

Program Time (IST): 10.00 AM to 05.00 PM

Program Coordinator: Mr. Shiva Kumar Singh, Faculty, Email: sk.singh@iii.org.in, Contact No: 022-69654247

Program Fees:

- Non-residential participants:** Total amount Required – Rs. 4720/- i.e. (Rs. 4000/- plus 9% CGST + 9% SGST).
(The fees cover tuition, course material and day boarding (i.e. breakfast, lunch and tea/coffee during tea breaks for actual days of training).

PROGRAM VENUE:

College of Insurance, Insurance Institute of India,
Plot No. C-46, G-Block, Bandra-Kurla Complex, Mumbai - 400 051.
Please follow the link / scan QR Code for training venue



<https://argo.page.link/qs2Qb>

PROGRAM TEAM:

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