

College of Insurance Insurance Institute of India, Mumbai Classroom Training Session on Business Entrepreneurship in Life Insurance (CT-BELI) (From: 2nd to 3rd May, 2024)

Program Concept and Objectives:

“Someone is sitting in the shade today because someone planted a tree a long time ago.”

– Warren Buffett

Entrepreneurs are a pivotal part of any economy and are considered more of a national asset because of the immense contribution they make, be it bringing new employment opportunities or adding to the growth and development of a nation. They possess the potential to transform the way we live as well as work through their innovative ventures. The Role of a Development Manager in Life Insurance Company is a business of his own. It is his business and not a job. It is his business because, his earnings are dependent on his team business. The team productivity, performance and volumes will earn incentives for the Development Manager. So the Job description or the role gives the Development manager to create his own business venture, where he can give livelihood for hundreds and thousands of people by recruiting, training and nurturing the advisors. His business is in a way not only giving his team, the livelihood but also secures the lives of number of customers, which is a noble cause.

Keeping the above background in mind, College of Insurance has designed a two days program to foster entrepreneurial spirit among the Business Development Managers of Life Insurance Companies.

Key Takeaways from the Program:

The program participants will be able to understand and appreciate the following to visualize their job as a business venture

- ✚ Industry in Transition-Key Issues and Challenges
- ✚ Whose business it is- Yours or the Company's? How to transform from a Manager to Entrepreneur
- ✚ Building and managing a Performing Team
- ✚ Business Performance Management-Measurement and Review, Time Management
- ✚ Fostering Long term Relationships, Work Life Balance
- ✚ Building your business empire

Participant Profile:

This program is meant for the Unit Managers, Development Managers, Sales Managers and sales team leaders of all distribution channels of Life Insurance. This workshop is also useful for Senior Business Associates (SBAs) and CLIA of LIC, Business Associates like people who are top advisors of Life Insurance companies who are authorized for recruiting teams for business expansion.



**College of Insurance
Insurance Institute of India, Mumbai
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Entrepreneurship in Life Insurance (CT-BELI)
(From: 2nd to 3rd May, 2024)**

Program Coordinator:

Mr. Krishnamohan Y

022-69654209

Email: ykmohan@iii.org.in

Program Duration & Timing:

2 days & from 10.00 a.m. to 05.00 p.m.

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Program Fees:

- **Participants requiring residential facilities:** Total amount Required –Rs. 11800/- i.e. (Rs. 10000/- plus 9% CGST + 9% SGST).

The fees cover tuition, course material, A/C single room accommodation in the Institute's campus and full boarding (bed tea/coffee, breakfast, lunch, light refreshments in the evening and dinner). All rooms are fully furnished with attached bathroom and Internet facility.

Rooms are reserved from 12.00 noon onwards the day prior to the commencement of the program. The participants can stay till 12.00 noon next day after the conclusion of the program.

- **Non-residential participants:** Total amount Required –Rs. 8496/- i.e. (Rs. 7200/- plus 9% CGST + 9% SGST).

The fees cover tuition, course material and day boarding (i.e. tea/coffee during tea breaks and lunch for actual days of training).

Payment Terms and Conditions:

- 1) The payment should be received by the College of Insurance before the commencement of the program.
- 2) The confirmation of registration for the program will be subject to receipt of payment.
- 3) Please see below details for Bank Transfer.

Name of the Beneficiary	Insurance Institute of India
Account No.	004010100143462
IFS Code	UTIB0000004
MICR Code	400211002
Swift Code	AXISINBB004
Name of Bank	Axis Bank Ltd
Address	Branch - Fort Branch Address - Universal Insurance Building, Ground Floor, Sir P M Road, Fort, Mumbai – 400001.

- 4) For online payment mode by following the below link

<https://www.insuranceinstituteofindia.com/o/COI/WebPortal/cmc/regDetails.btm?eventid=2062>



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Program Venue, Location and Parking:

Program Venue:

College of Insurance,
Insurance Institute of India,
C-46, G-Block, Bandra-
Kurla Complex,
Mumbai - 400 051 India.

Please follow the link /
scan QR Code for
training venue.



<https://qr.go.page.link/qs2Qb>

Public parking is available at 5 minutes walking distance (Behind US Consulate).

Program Team:

Ms. Nilambari Bagde	college_insurance@iii.org.in	022-69654234
Ms. Snehal Vartak		022-69654251
Ms. Vrushali Nagawekar		022-69654266
Ms. Jayashree Salian		022-69654249
Ms. Mrunal Satam		022-69654216