

**College of Insurance**  
**Insurance Institute of India, Mumbai**  
**Classroom Training Session on Resource Building for Growth and**  
**Sustainability - Program ID – CPL51**  
**(From: 1<sup>st</sup> -2<sup>nd</sup> December 2023)**

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**Relevance of the Program:-**

Life Insurance business is a business of "Solicitation". It more often than not is a push product than a pull product. The more the number of advisors in the market, the more the sales and hence the Life Insurance business is "the Feet on Street" business. In this context, it is the top priority of Life Insurance companies to have highly productive advisors on street. It is very difficult to recruit a highly productive advisor, but it is possible to recruit a mediocre advisor and make him resourceful and gradually convert him in to high producer. **We believe it is the Job of the Branch Managers/Development Officer / Unit manager to recruit ordinary and from them build a team of performers.**

With this theme we designed a program to enable Life Insurance companies to create a team of performers.

**Core Modules of the Program:-**

Here we deal with the CORE MODULES which enhance the recruitment standards and engagement of the recruited teams to convert them into high performing teams.

The CORE MODULES of this training program:

- The Life Insurance Industry today and the business today
- The Development Manager- role as an entrepreneur
- Advisor recruitment process-Source, Interview, Recruit & Retain
- The Relationship Building
- Engaging team of Advisors and Manage
- The productivity Enhancement of the distribution team, the required Strategies.
- The performance Review-measurement-Rewarding of Advisor teams
- Time Management techniques for further productivity enhancement.

**Method of Learning:-**

We use adult learning methodologies like. Knowledge sharing, experiential learning and knowledge and skill transfer.

- By way of PPT on knowledge and skills of each module.
- Transfer of Skills by way Case-Studies & Role-Plays.
- Group presentation by groups on contemporary challenges and the break-through.

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**Participant's Profile:-**

This program is intended for Branch Managers and Development officers of LIC and Unit/ Development managers of other Life Insurance companies and the Sales Managers.

**Course Coordinator:-**

Mr. Krishnamohan Y – 022-69654209      Email: [ykmohan@iii.org.in](mailto:ykmohan@iii.org.in)

**Program Duration & Timing: -**

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

**Course 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.

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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	Fort Branch, 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/eventDetails?eventid=1905](https://www.insuranceinstituteofindia.com/o/COI_WebPortal/cmc/eventDetails?eventid=1905)

**Training Venue:-**

Please follow below link / QR Code for Training Venue

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



**Parking Facility:-**

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

**Respond to:-**

Mr. Vivek Rane	<a href="mailto:college_insurance@iii.org.in">college_insurance@iii.org.in</a>	022-69654284
Ms. Nilambari Bagde		022-69654234
Ms. Snehal Vartak		022-69654251
Ms Vrushali Nagawekar		022-69654266
Ms Jayashree Salian		022-69654249
Ms. Sneha Pednekar		022-69654270
Ms. Mrunal Satam		022-69654216

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**Nomination Form**

- 1) Name: \_\_\_\_\_
- 2) Address: \_\_\_\_\_
- 3) Educational Qualification: \_\_\_\_\_
- 4) Date of Birth: \_\_\_\_\_
- 5) Position Held.: \_\_\_\_\_
- 6) Mobile No : \_\_\_\_\_
- 7) Telephone No. : \_\_\_\_\_
- 8) E-Mail: \_\_\_\_\_
- 9) Alternate E-Mail: \_\_\_\_\_
- 10) Sponsoring Organisation: \_\_\_\_\_

Please affix  
your  
photograph  
here

- 11) Food preference: ☐ Vegetarian ☐ Non-Vegetarian
- 12) Accommodation Required: ☐ Yes ☐ No

- 13) Details of Fee Paid: Cheque / D.D. No. \_\_\_\_\_ dt. \_\_\_\_\_
- Drawn on \_\_\_\_\_ Bank, for Rs. \_\_\_\_\_

\_\_\_\_\_  
Signature & seal of the authority  
of the Sponsoring organisation

\_\_\_\_\_  
Signature of the Participant

\*Name of Co-ordinator: \_\_\_\_\_

Mobile No: \_\_\_\_\_ Tel. No.: \_\_\_\_\_

Email-Id.: \_\_\_\_\_ Company Name: \_\_\_\_\_

\*This column is mandatory for those participants who are sponsored by company.