

## Virtual Training Session on New Vistas in Life Insurance Underwriting (CVT-NVLIU) - Program ID - CPL55 - 3<sup>rd</sup> January, 2024

Life Insurance Underwriting has undergone a number of changes in the recent years. It has been tremendously enriched by the enabling role of digital technology, in eliciting deeper knowledge about customers, as well as by the strides taken by insurance medicine in recent years. At the same time, there are challenges arising from changing expectations of customers; the rise in insurance fraud and regulatory changes [like sec 45] which make it incumbent for insurers to apply due diligence and care at the time of selecting their risks. Finally there is the spectra of vulnerabilities arising in the wake of Environmental, Social and Governance risks that threaten long term sustainability of all insurers.



As the principal gatekeeper for all proposals for life insurance, the writer has to walk the tight rope between being too liberal and too conservative – there is the imperative to balance financial prudence with competitiveness of the life insurer. The purpose of the present program is to enable life insurance underwriters at various levels by providing tools and insights which not only highlight the deeper nuances of underwriting management but also an appreciation of some of the new trends that have emerged during the last one decade or more.

COI has created '**Virtual Training (CVT) Rooms**' as a cost-effective mechanism for participants to equip themselves academically at their respective locations.

**Program Objectives:** Participants of the program would understand and get insights on:

- ✚ The changing context of wellness and disease and what this means for underwriters
- ✚ Medical diagnosis and prognosis - new concepts and approaches
- ✚ Underwriting non - medical risks : developments in financial underwriting
- ✚ Medical Under-writing-new trends.
- ✚ The role of Underwriters in the modern context with specific focus on Risk Management for the organization.

### Program Contents:

- The latest trends in risk assessment procedures
- Support of Information Technology in Risk Assessment Procedures
- Underwriting factors and outcomes

**Participant Profile:** Underwriting Managers and executives in life insurance companies.

| Duration  | Date                         | Time (IST)              | Hours       |
|-----------|------------------------------|-------------------------|-------------|
| Half- Day | 3 <sup>rd</sup> January 2024 | 10.30 hrs. - 13.30 hrs. | 03.00 Hours |

**Course Fees:** Rs.1770/- (Rs.1500/- + 9% CGST + 9% SGST)

**How to enroll:** [Click here for Registration](#) and for any help/queries please mail to [college\\_insurance@iii.org.in](mailto:college_insurance@iii.org.in)

**Certificate of Participation:** Online Certificate in PDF format will be issued to all the participants.

### Programme Co-coordinator:

**Mr. Krishnamohan Y, Faculty** (Email id: [ykmohan@iii.org.in](mailto:ykmohan@iii.org.in), Contact no. 022 69654209)

| For enrolment and technical support call | Name                | Contact No     | Name                   | Contact No     |
|--|---------------------|----------------|------------------------|----------------|
|  | Ms. Snehal Vartak   | 022 - 69654251 | Ms. Mrunal Satam       | 022 - 69654216 |
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