

**Program Concept and Objectives:**

The position of a Principal Officer is a critical responsibility to discharge as he/she is exclusively appointed to supervise all the activities of the Corporate Agent. The scope of the activities is large and varied, starting from Implementation of board approved policy, procuring insurance business while ensuring strict adherence to the code of conduct, managing conflicts of interest, regulatory disclosures and compliance, working out arrangements with Insurers for distribution of products, maintaining records, providing services to policyholders, attending to regulatory Inspections and overall supervision and guidance. One essential thread which runs through all these activities is Regulatory Compliance, which requires thorough knowledge of meaning and rationale of the regulatory provisions covering all the activities. This has now become all the more challenging due to complete revamp of regulatory framework in 2024, except those regulations that deal specifically with Intermediaries. Good Regulatory Compliance Management may actually help facilitate smooth business performance by avoiding penalties, time and reputational loss which can happen as a result of regulatory violations.

Keeping the above in view the '**3 hour Virtual Training**' is designed to equip the aspiring and existing Principle Officers with an overview and knowledge of the regulatory requirements governing all the activities of the Corporate Agents including Banks at a very affordable cost.

**Key Takeaways of the program:** The program aims to provide the participants the knowledge and understanding of the following

- Conditions of grant of registration of corporate Agents
- Open Architecture and Conflicts of Interest
- Disclosures and other Compliance requirements to IRDAI
- Arrangements with Insurers for distribution of Products
- Record Maintenance and servicing of policyholders
- Tele marketing and Digital Marketing
- Regulatory Inspection of Corporate Agents
- Recent Changes in the Regulatory Framework
- Possible Amendments to the Insurance Act,1938

**Participant Profile:**

- Principal Officers of the Corporate Agents including Banks working as Corporate Agents.
- Those persons who aspire to be Principal Officer (or those assisting) including experienced Specified Persons of Corporate Agents, the employees managing Corporate Agency, Bank tie-ups.
- Anyone connected with Insurance Sector and keen to learn about the subject.

**Program Fees:** ₹ 1770/- (₹ 1500/- plus 18% GST).

**Program Coordinator:** Mr. V Jayanth Kumar, Faculty, Email ID: [vjayanth@iii.org.in](mailto:vjayanth@iii.org.in), Contact No: 022-69654285.



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**Program Date & Duration:**

**9 February 2026, 1 day (CVT)**

**Program Time (IST):**

**10.30 AM to 01.30 PM (3 Hrs.)**

**Program ID: CPC**