



Classroom Training Session on Compliance Management for Principal Officers of the Corporate Agents (Including Banks) and market intermediaries (CT) - 24 July, 2026

Program Concept and Objectives: The role of the Principal Officer in a Corporate Agency is one of significant responsibility and regulatory accountability. As the designated authority entrusted with overseeing the entire functioning of the Corporate Agent, the Principal Officer acts as the fulcrum of governance, compliance, supervision and ethical conduct.

The scope of responsibilities extends across a wide operational spectrum from implementation of Board-approved policies and adherence to the prescribed Code of Conduct, to managing insurer tie-ups ensuring regulatory disclosures, supervising specified persons, maintaining statutory records, servicing policyholders, addressing customer grievances and coordinating regulatory inspections.

At the core of all these responsibilities lies one unifying and critical dimension: Regulatory Compliance Management.

The regulatory environment governing insurance intermediaries has undergone substantial transformation in 2024 with sweeping reforms introduced across multiple regulations (except those exclusively relating to intermediaries). These changes demand a deeper understanding of regulatory intent, compliance architecture, governance expectation and accountability standards.

In addition, recent legislative developments such as the Insurance Laws Amendment Act, 2025 further strengthen governance, transparency and operational discipline within the insurance distribution framework.

Effective Compliance Management is no longer merely a statutory requirement — it is a strategic necessity. Robust compliance systems:

- Safeguard the organisation from penalties and regulatory actions
- Prevent reputational and operational risks
- Enhance governance credibility
- Facilitate smoother business performance

Keeping these evolving regulatory expectations in view, this Training Program is specifically designed to provide aspiring and existing Principal Officers with a comprehensive overview of compliance obligations, regulatory framework, governance standards and supervisory responsibilities applicable to Corporate Agents including Banks acting as Corporate Agents.

The program blends conceptual clarity with practical guidance to help participants strengthen their compliance oversight capabilities in an increasingly demanding regulatory environment.

Key Takeaways from the Program: Participants will gain structured insight into:

- Conditions governing grant and continuation of registration of Corporate Agents
- Governance framework and responsibilities of Principal Officers
- Open Architecture norms and management of conflicts of interest
- Regulatory disclosures and reporting requirements to IRDAI
- Structuring arrangements with insurers for distribution of products
- Record maintenance, documentation and policyholder servicing obligations
- Telemarketing and Digital Marketing compliance requirements
- Regulatory inspection process and supervisory expectations
- Key regulatory changes introduced in 2024 affecting insurance distribution
- Highlights and compliance implications of the Insurance Laws Amendment Act, 2025
- Best practices in Compliance Risk Management for Corporate Agents

Participant Profile: This program is ideally suited for:

- Principal Officers of Corporate Agents including Banks functioning as Corporate Agents
- Individuals aspiring to become Principal Officers
- Senior Specified Persons and compliance support executives
- Employees managing Corporate Agency–Bank arrangements
- Professionals connected with the insurance sector seeking deeper regulatory understanding.

Program Date: 24 July 2026

Program Duration: 1 day (CT)

Program Time (IST): 10.30 am to 05.30 pm

Program Coordinator: Mr. Subrata Ghoshal, Faculty, Faculty, Email : ghoshal@iii.org.in, Contact No: 8697265355.

Program Fees:

Non-residential participants: Total amount Required – Rs. 2950/- i.e. (Rs. 2500/- 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,
2nd Floor – 2A & 2C, CBD/1, Synthesis Business Park,
Action Area II, Newtown, Kolkata – 700 156.

Please follow below link for Training Venue

[Click Here](#)

Program ID : CPC

PROGRAM TEAM:

Ms. Nilambari Bagde	Any help/queries mail to college_insurance@iii.org.in	022-69654234
Ms. Yogeeta Kulkarni		022-69654255
Mr. A. G. Madwal		022-69654254
Mr. P. H. Ekke		022-69654284
Ms. Akshara Nagpal		022-69654266
Ms. Meghana Shivtarkar		022-69654249
Ms. Sneha Pednekar		022-69654270
Ms. Mrunal Satam		022-69654216