

College of Insurance
Insurance Institute of India, Kolkata
Classroom Training Session on Emerging Trend in Motor OD
Underwriting and Claims Handling (CT-ETMODU&CH)
Program ID- CPG22 (From: 9th to 10th January 2024)

Relevance of the Program:-

Motor Insurance so far was the largest segment of Non-Life Insurance in India before this has been overtaken by Health Insurance segment recently. This segment constitute about 36% of total general insurance business in the country, said to be the bread winner for the insurers but considered as highly competitive and increasing challenges are there to grow profitably! With rising market for automobiles, especially in high end segment, fast developing traffic infrastructure, demand for more Add-On covers and change in the Motor Vehicle Act, this segment is evolving very fast in terms of use of technology and faster services. Response time, services and strategic tie-up are some of the key factors to drive growth in motor insurance business. Digital Motor Insurance marketing, human touch, reducing response time, providing comfort to the customers through Road Side Assistance (RSA), hassle free cashless claim settlements, substitute transport arrangement during the repair time etc are some of the key considerations and challenges for the insurers to woo customers to provide ease and pleasure of having insurance. The intermediary Brokers, though have MSP arrangements with dealers still struggle to raise motor volume from the retail market. Technology and other value additions in service can help even Brokers to remain active in this segment, often considered as the retail LoB. However, the elements of fraud and over assessment have remained as the concern, as ever.

Program Objectives:-

- Growing motor business leveraging technology and improving on service
- Understanding the extant provisions of AIMT and rating pattern. Add-on Covers with implications
- Provisions of Law (MV Act) in terms registration, type & validity of DL, Types of Permit, PUC etc
- Underwriting considerations, inspections etc
- Digital Marketing and Web Aggregation for easy sale and purchase.
- RSA, Claim procedures, Survey (In-house and external), Telematics, AI driven claim settlements, Settlement of claims arising out of catastrophic events.

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Participant's Profile:-

The Program is designed for Executives from Insurance Companies, Brokers, Clients' Executives and Surveyors.

Course Coordinator:-

Mr B K Nayak, Principal – 033- 48078763.

Contact Mr. A. Sanyal, Manager-T & D: Email: sanyal@iii.org.in Mob. +91 9433040723

Program Duration & Timing: -

2 day & from 10.00 a.m. to 05.30 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 (tea/coffee, breakfast, lunch, light refreshments in the evening and dinner). All rooms are fully furnished with attached bathroom and Internet facility. Transport facilities will be arranged for the training centre.

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.

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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=1991

Training Venue:-

Please follow below link for Training Venue

<https://www.google.com/maps/place/Synthesis+Business+Park/@22.599688,88.47241,13z/data=!4m5!3m4!1s0x0:0xec3dd61dcbaa87f5!8m2!3d22.5996878!4d88.4724099?hl=en-US>

Address:

Insurance Institute of India

2nd Floor – 2A & 2C,

CBD/1, Synthesis Business Park,

Action Area II, Newtown,

Kolkata – 700 156.

Parking Facility:-

 **Parking Facility: "VEHICLE PARKING IS NOT ALLOWED IN OUR CAMPUS".**

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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.**