

Virtual Training Session on Emerging Trend in Motor OD Underwriting and Claims Handling (CVT-ETMODU&CH) Program ID- CPG22, (From: 9th to 10th January, 2024)

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.

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

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.

Participant's Profile: The virtual Program is designed for Executives from Insurance Companies, Brokers, Clients' Executives and Surveyors.

Duration	Date	Time (IST)	Hours
2 Days	9 th – 10 th January 2024	10.00 hrs. – 17.30 hrs.	06.00 Hours/per day

Course Fees: Rs.7080/- (Rs.6000/- + 9% CGST + 9% SGST)

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

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

Program Coordinator: Mr Basant K Nayak, Principal – 033- 48078763.

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