



Virtual Training Session on Master Circular on Life Insurance Products (CVT) 24th June, 2025

Program Concept and Objectives:

With the rapid changes and transformation taking place in the insurance industry, selling life insurance products in a very very competitive market with all fairness, transparency and customer centric manner have become a challenging profession for marketing personnel and intermediaries. The master circular on product regulations issued by IRDAI is a critical step towards promoting fair and transparent sales practices in the industry. By providing clear guidelines on product disclosure, suitability, sales practices, customer consent and product comparisons, the circular aims to enhance customer protection and confidence in the industry in the way of reducing misselling and unfair means.

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

Key Takeaways from the program: Upon completion of this 3-hour virtual session, participants will be able to:

- Understand the disclosure of product features, benefits and risks clearly.
- Promote fair and transparent sales practices while dealing with customers.
- Reduce instances of misselling and non-disclosure.
- Master a culture of compliance and regulatory adherence within the industry.

Participant Profile: This virtual session is designed for:

- Insurance professionals: Agents, advisors, and sales teams from life insurance companies.
- Marketing and sales teams: Professionals responsible for promoting and selling life insurance products.
- Product managers and Bank Assurance Managers: Those involved in marketing and developing life insurance products markets.
- Regulatory and compliance professionals: Individuals responsible for ensuring regulatory compliance in life insurance marketing and sales.

By attending this virtual session, participants will gain valuable insights and practical knowledge to enhance their life insurance marketing and sales efforts in India in a responsible and customer-centric manner.

Duration	Date	Time (IST)	Hours
One Day	24 th June 2025	10.30 hrs. - 1.30 hrs.	3 Hours

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

Program Coordinator: Mr. Subash Pattanayak (Email: pattanayak@iii.org.in, Contact No: 022-69654204)

How to enroll: [Click here for Registration](#) and for 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 ID : CPL

PROGRAM VENUE:
College of Insurance
Insurance Institute of India,
Plot No. C-46, G-Block,
Bandra-Kurla Complex,
Mumbai - 400 051.

Please follow the link /scan QR Code
for training venue



<https://qrgo.page.link/qs2Qb>

Program Team:

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