

College of Insurance
Insurance Institute of India, Mumbai
Classroom Training Session on Basics of Life Insurance for New Entrants
in Life Insurance Companies - Program ID – CPL24
(From: 26th to 27th June 2023)

Relevance of the Program:-

It is absolutely necessary for the new entrants in any life insurance company to acquaint oneself with the basics of so called complex Life Insurance business before embarking upon the venture to make it a career. Critical to such capacity building for a new entrant is the development of an appropriate repository of knowledge, skill sets, values and attitudes that would enable them to not only have a sound grasp of the basic fundamentals of life insurance but also to effectively connect with the end customers.

Keeping the aforesaid in mind, this program is designed to cover the basic concepts and practices of life insurance since proficiency in life insurance business requires a deep understanding of Multiple disciplines like Actuarial Pricing and Product Design; Marketing and Distributions; Underwriting and Claims Management; Policy Servicing; Investment and Financial Management as well as Regulatory Compliance and Information Management. The Program would incorporate these aspects, so that participants are not only able to discharge their functional responsibilities more effectively but also build their ability and confidence for taking on higher responsibilities in their organization.

Participation in this course would provide a unique opportunity to learn from esteemed faculties with rich industry experience along with interaction with exchange of ideas with professionals coming from different insurance organizations, which can benefit one another with the best practices adopted across the industry.

Program Objectives:-

Understanding basics of Life Insurance in its various aspects so as to keep oneself geared for any job in a life insurance company.

Program Contents:-

- Principles of Insurance and its various types, products and legal aspects
- Regulation of Insurance Business
- Insurance Marketing and sales through different distribution channels and Public Relations
- Life Insurance sales process
- Existing industry snapshot + industry potential - both Indian and global
- Explanation of LI terminologies - Life assured, sum assured, riders, free look period, persistency, embedded value, IND-AS/IFRS accounting standards, Solvency Margin/Risk Based Capital, Policyholders Reasonable Expectation (PRE) etc.
- Protection of Policyholders Interest
- Enhancing customer experience in life insurance
- Reinsurance
- Other Topics of relevance

College of Insurance
Insurance Institute of India, Mumbai
Classroom Training Session on Basics of Life Insurance for New Entrants
in Life Insurance Companies - Program ID – CPL24
(From: 26th to 27th June 2023)

Participant's Profile:-

The Program is mainly designed for any one in insurance company at entry level as well as those working in broking firms. It may also be useful for any professional seeking to keep himself acquainted with the basic fundamentals and skills in various aspects of life insurance business.

Course Coordinator:-

Mr. B. K. Unhelkar, Faculty, (Email id: bkunhelkar@iii.org.in, Mobile no. 022-26544202)

Program Duration & Timing: -

2 days & from 10.00 a.m. to 05.00 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 in the Institute's campus and full boarding (bed tea/coffee, breakfast, lunch, light refreshments in the evening and dinner). All rooms are fully furnished with attached bathroom and Internet facility.

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.

College of Insurance
Insurance Institute of India, Mumbai
Classroom Training Session on Basics of Life Insurance for New Entrants
in Life Insurance Companies - Program ID – CPL24
(From: 26th to 27th June 2023)

3) Please see below details for Bank Transfer.

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/regDetails.htm?eventid=1718

Training Venue:-

Please follow below link / QR Code for Training Venue

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



Parking Facility:-

Public parking available at 5 minutes walking distance (Behind US Consulate).

Respond to:-

Ms. M. M. Satam	college_insurance@iii.org.in	022-26544216
Ms. J. P. Salián		022-26544324
Ms. V. V. Nagwekar		022-26544266
Ms. S. H. Vartak		022-26544251
Ms. N. B. Bagde		022-26544234
Mr. P. D. Palav		022-26544254
Mr. V. M. Rane		022-26544297

College of Insurance
Insurance Institute of India, Mumbai
Classroom Training Session on Basics of Life Insurance for New Entrants
in Life Insurance Companies - Program ID – CPL24
(From: 26th to 27th June 2023)

Nomination Form

1) Name: _____

2) Address: _____

Please affix
your
photograph
here

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: _____

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.**