

PROGRAM CONCEPT AND OBJECTIVES:

Insurance Brokers represent the Customers and are duty bound to serve their best interests in understanding the needs and aspirations to provide the most appropriate insurance solutions. This of course requires cordial and professional business relationship with Insurance Companies who are Insurance Product designers and manufacturers. Insurance Sales and service are strictly regulated and in the last one year the Regulator has transformed the entire regulatory framework. The Principal officers and Authorized Persons should keep themselves abreast of changing regulatory provisions to carry out their job effectively and in compliance with relevant regulations. While competition is widening the scope of insurance and often reducing premium levels, the decrease in underwriting profits and increase in claim amounts are adding to the high pressure under which the Insurance Sector operates.

This situation calls for a better appreciation of market situation, prudential norms in business, a deeper understanding of insurance regulations and a meticulous alignment of operations to the core values and internal norms of the organizations concerned, including broking companies.

College of Insurance (COI) has designed the 'Regulatory Compliance for Insurance Brokers' (RCB) program to address this need of the Indian market. COI-RCIB is specifically designed for senior officers of broking houses and those handling compliance functions in insurance broking firms.

COI has created '**Virtual Training (CVT) Rooms**' to conduct training program in a cost-effective manner for participants to equip themselves academically at their respective locations.

KEY TAKEAWAYS FROM THE PROGRAM:

COI-RCB a virtual training program covers the following

- Appreciate the purpose of regulatory compliances in the insurance industry
- Overview of new regulatory framework and understanding best practices
- Identify areas where failures can happen in a Broking Company
- Create appropriate systems and processes within the company to prevent violations.
- Importance of Regulations at Entity levels–Focus: Brokers and other Distribution Channels
- Importance of Regulations at Operations level

Domain experts will discuss the above topics in the context of recent Regulations issued by the Indian Regulator and International Regulatory Principles.

PARTICIPANT PROFILE:

This Program is designed for Senior and Middle level executives and those involved in Regulatory Compliances in the Broking Industry and those involved in marketing, also those aspiring to take up the higher responsibilities within broking companies.

PROGRAM DURATION: 1 day (CVT)

PROGRAM DATE: 10 September 2025

PROGRAM TIME(IST): 10.30 AM to 05.30 PM - 6 Hrs.

PROGRAM COORDINATOR: V Jayanth Kumar, Faculty
(Email: vjayanth@iii.org.in, Contact No: 022-69654285)

PROGRAM FEES: ₹ 3540/- (₹ 3000/- plus 18% GST)

CERTIFICATE OF PARTICIPATION: Online Certificate in PDF format will be issued to all the participants.

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. Meghna Shitvarkar		022-69654249
Ms. Sneha Pednekar		022-69654270
Ms. Mrunal Satam		022-69654216



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