

College of Insurance
Insurance Institute of India, Mumbai
Business Insurance Program for Life Insurance Managers
Program ID- CPL39 (From: 21st to 22nd August, 2023)

Relevance of the Program:-

There is a huge scope for Business Insurance in coming years and this becomes a separate segment for the following reasons

- The number of MSMEs in India increased by a CAGR of 18.5% from 2019 to 2020.
- In FY21, the loan disbursements to MSMEs stood at Rs. 9.5 trillion (US\$ 128.06 billion), a 40% increase compared with Rs. 6.8 trillion (US\$ 91.66 billion) in FY20.
- Budget allocations of GOI for MSMEs in FY22 is more than doubles Rs 15,700 Crore (2.14 Billion USD) from Rs 7.512 Crore (1.03 Billion USD).

The above figures give us an understanding of how the Government is aiding the MSMEs for boosting the growth in Manufacturing and Service sectors for Economy growth.

In this backdrop, there is a demand from Life Insurance about the need for training and upskilling the life Insurance advisors to tap this upcoming sector for Insurance business growth. Advisors need special training to tap the business owners as their insurance needs are different from the individuals. Advisor can successfully manage the business owner and give him the right solution if he knows the concerns of the business owner. This training program aims at doing this skill building to the advisors, team leaders and Branch Managers.

We created the following modules for the training program/Workshop of two days duration this is a preferred class room workshop type, instructor lead training (ILT) with roleplays and group activities

Program Objectives:-

- Introducing the Business Insurance as a potential Segment for tapping business
- familiarise the participants with MSME sector-entry into the segment for tapping the business
- To make the participants to understand and appreciate the concerns of business owners which enables to effectively deal with business owners for suitability assessment and product recommendations.
- A deep understanding of the Business insurance solutions viz, Key-person Insurance, Partnership Insurance, MWP act & the safe guards, EE schemes, worksite marketing etc for pitching efficiently.

**College of Insurance
Insurance Institute of India, Mumbai
Business Insurance Program for Life Insurance Managers
Program ID- CPL39 (From: 21st to 22nd August, 2023)**

Program Topics:-

- Business Land scape for Business Insurance (Business catchment areas- Small businesses- Micro Small and Medium Enterprises)
- Forms of Business& Ownership Proprietary business, Partnership, LLP firms- limited companies
- Concerns of business owners- Role of Insurance Advisor- How to approach, what to talk, how to create interest in Business owners' mind
- Various solutions for Business owners' concerns-Key man, Partnership, Group Insurance, E&E, the role of MWP for family welfare of Business Owner- The Taxation rules and the Tax benefits.
- Business Continuation-challenges-Use of Life Insurance
- Estate planning and succession planning for smooth transition, Annuity and pension solutions-Tax implications.

Participant's Profile:-

The Unit Managers. Development Managers, Branch Managers, Advisors (who want to enter into new markets/segments) from all distribution channels of Life Insurance companies/ brokers.

Course Coordinator:-

Mr. Krishnmohan Y 022-26544209 Email: ykmohan@iii.org.in

Program Duration & Timing: -

2 days & from 10.30 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.

**College of Insurance
Insurance Institute of India, Mumbai
Business Insurance Program for Life Insurance Managers
Program ID- CPL39 (From: 21st to 22nd August, 2023)**

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.

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=1771

Training Venue:-

Please follow below link / QR Code for Training Venue

<https://qrگو.page.link/qs2Qb>



Parking Facility:-

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

**College of Insurance
Insurance Institute of India, Mumbai
Business Insurance Program for Life Insurance Managers
Program ID- CPL39 (From: 21st to 22nd August, 2023)**

Respond to:-

Mr. Vivek Rane	college_insurance@iii.org.in	022-26544297
Ms. Nilambari Bagde		022-26544234
Ms. Snehal Vartak		022-26544251
Ms Vrushali Nagawekar		022-26544266
Ms Jayashri Salian		022-26544324
Ms. Sneha Pednekar		022-26544290
Ms. Mrunal Satam		022-26544216

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.