

College of Insurance
Insurance Institute of India, Mumbai
Underwriting Management: Life
Program ID: CPL2
(From: 02nd to 03rd May, 2018)

Relevance of the Program:-

Underwriting is the principal gateway through which all proposals for life insurance have to pass before they become policies. The challenge facing underwriters everywhere is to walk the tight rope between being too liberal and too conservative. The first option can lead to anti selection and mispricing problems that ultimately threaten the insurer's solvency and financial position. Too rigid a policy and practice can, on the other hand, lead to distancing the insurer from its prospective customers and rendering it uncompetitive. In recent years the world of underwriting has come to witness both challenge and opportunity. The challenge comes from a range of environmental and social risks that can impact the sustainability of the business. At the same time there are new developments in the field that can impact the way risks are assessed and anticipated. The opportunity comes from rising to the challenges and overcoming them with better knowledge and insights, better information processing and better execution on the field.

This session on underwriting management would not only highlight and bring out the deeper nuances of underwriting management but also some of the new vistas being opened up, which might impact underwriting in future.

Program Objective:-

Participants of the program would understand and get insights on

- ✓ The changing context of wellness and disease and what this means for underwriters
- ✓ Medical diagnosis and prognosis - new concepts and approaches
- ✓ Bodily systems and their pathology - what medical science tells us
- ✓ Non-medical issues in underwriting- challenges and approaches for addressing Moral Hazard
- ✓ Alternative medicine - lessons for underwriters
- ✓ The role of Underwriters in the modern context

College of Insurance
Insurance Institute of India, Mumbai
Underwriting Management: Life
Program ID: CPL2
(From: 02nd to 03rd May, 2018)

Program Content:-

- ✓ Emerging Challenges in Underwriting : what life insurers expect from their underwriters today
- ✓ Body systems and their diseases – sessions by specialists in each field
- ✓ Understanding Medical reports and what they say and imply
- ✓ AYUSH [Ayurveda, Unani, Siddha and Homeopathy] and beyond – lessons from alternative approaches to wellness and disease
- ✓ Anticipating and dealing with moral hazard – insights and practices
- ✓ Addressing issues such as should underwriters act in silos – relating with the rest of the organization

Participant Profile:-

Underwriting Managers and executives in life insurance companies

Timing : 10.00 a.m. to 05.00 p.m.

Enrolment:-

To enrol for the training program please download the enrolment form and after filling in the necessary details submit your form and fees to the office of the College of Insurance, Insurance Institute of India, Plot C-46, G-Block, Near Dhirubhai Ambani International School, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051 by **25th April, 2018.**

You can also do the enrolment online through the College of Insurance's website www.coi.org.in **on or before 25th April, 2018.**

Program Duration: - 2 days from 02nd to 03rd May, 2018

College of Insurance
Insurance Institute of India, Mumbai
Underwriting Management: Life
Program ID: CPL2
(From: 02nd to 03rd May, 2018)

Course Fees:-

- a) **Participants requiring residential facilities: Total amount Required –Rs.10148/-i.e. (Rs. 8600/- 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.

- b) **Non-residential participants: Total amount Required –Rs. 7316/-i.e. (Rs. 6200/- plus 9% CGST + 9% SGST).**

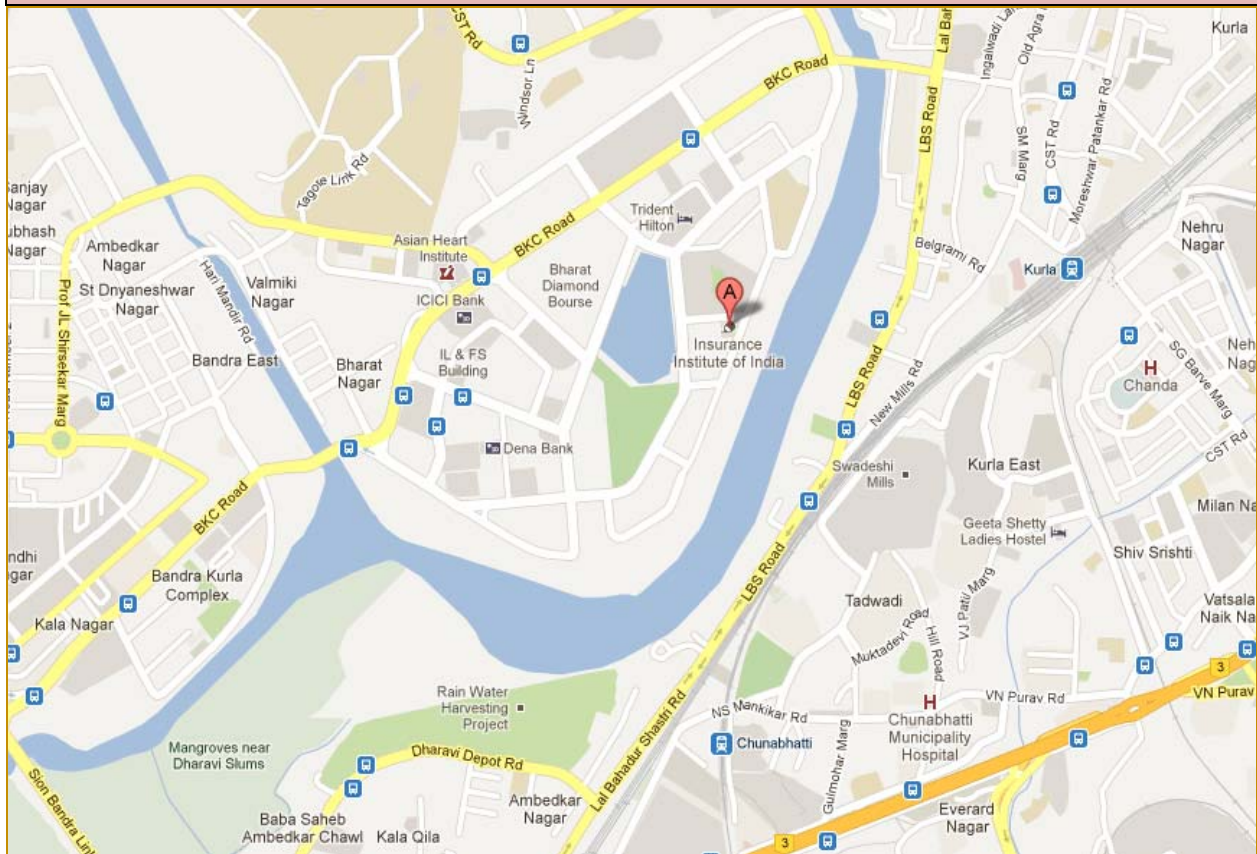
The fees cover tuition, course material and day boarding (i.e. tea/coffee during tea breaks and lunch for actual days of training).

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) We do not consider any refund request or adjustment of fees against future programs in case of non attendance.
- 4) Fees should be paid by Demand Draft drawn in favour of "Insurance Institute of India" payable at Mumbai and forward it together with the "Enrolment form" available from College of Insurance's website www.coi.org.in or by online payment mode by following the below link <http://www.coi.org.in/web/guest/program-calender>.

**College of Insurance
Insurance Institute of India, Mumbai
Underwriting Management: Life
Program ID: CPL2
(From: 02nd to 03rd May, 2018)**

Training Venue:-



**Insurance Institute of India
(College of Insurance),
G Block, Plot No. C-46,
Near American Consulate,
BandraKurla Complex,
Bandra (E),
Mumbai – 400051.**

Parking Facility:



"VEHICLE PARKING IS NOT ALLOWED IN OUR CAMPUS".

College of Insurance
Insurance Institute of India, Mumbai
Underwriting Management: Life
Program ID: CPL2
(From: 02nd to 03rd May, 2018)

Course Co-ordinator:

Mr S Kutty. – 022-26544296 Email: kutty@iii.org.in

Respond to :-

Ms S S Vaidya	college_insurance@iii.org.in	022-26544266
Ms Y S Kulkarni		022-26544251

College of Insurance
Insurance Institute of India, Mumbai
Underwriting Management: Life
Program ID: CPL2
(From: 02nd to 03rd May, 2018)

Nomination Form

1) Name: _____

2) Address: _____

3) Educational Qualification: _____

4) Date of Birth: _____

5) Position Held.: _____

6) Mobile No : _____

7) Telephone No. : _____

8) Fax No: _____

9) E-Mail: _____

10) Alternate E-Mail: _____

11) Sponsoring Organisation: _____

12) Food preference: Vegetarian Non-Vegetarian

13) Hostel Facility Required: Yes No

14) Details of Fee Paid: Cheque / D.D. No. _____ dt. _____

Drawn on _____ Bank, for Rs. _____

Please
affix your
photograph
here

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.