

College of Insurance
Insurance Institute of India, Mumbai
Onward to MDRT – Building Sales Champions
Program ID: CPL1
(From: 23rd to 24th April, 2018)

Relevance of the Program:-

In every Life Insurance company, there is a unit that gives momentum to life insurance business - the group of top class sales producers. Many of them score consistently year after year, even in very tough market environments. These champions evolve through a process which obviously involves acquiring competencies in prospecting, need analysis and closing the deal. Acquiring distinctive sales competence is needed to move from 'Good to Great'. What it takes to don the mantle of an MDRT member – however, entails a lot more.

This program is designed to provide those insights that would awaken and develop an awareness about deeper subtleties and nuances that are present in the domain of Insurance and financial markets; understanding of customers and oneself. We believe that such knowledge opens the door for a sales producer to discover and have access to great personal power.

Program Objective:-

The participant would understand and get insights on

- ✓ Looking in a new way into the basics of life insurance and its changing contours in the emerging life contingencies and financial marketplace
- ✓ Understanding customers and what constitutes customer value in the emerging environment
- ✓ Understanding one's role and evolution from being just a Peddler of product features and benefits into a valuable solutions partner of customers
- ✓ Acquiring Professional and Personal mastery - towards being different and making a valuable difference

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Program Content:-

- ✓ What life insurance is really about and how it adds value in a portfolio context
- ✓ The changing contours of mortality, morbidity and longevity and what this means for life insurance in a cluttered financial marketplace
- ✓ From prospect to customer – building customers for life
- ✓ Champion selling – the power of differentiation
- ✓ “You” are what you sell - developing the “you” into an irresistible proposition

Participant Profile:-

Senior agents of life insurance companies and others being groomed for MDRT status.

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 Insurance Institute of India, Plot C-46, G-Block, Near Dhirubhai Ambani International School, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051 by **16th April, 2018**

You can also do online enrolment through College of Insurance’s website www.coi.org.in on or before **16th April, 2018**.

Program Duration: - 2 days from 23rd to 24th April, 2018

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Course Fees:-

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.

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>.

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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".

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Course Co-ordinator:

Dr S Kutty – 022-26544296

Email: skutty@iii.org.in

Respond to :-

Ms S S Vaidya	college_insurance@iii.org.in	022-26544266
Ms Y S Kulkarni		022-26544251
Mr P M Tare		022-26544234

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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.