

**College of Insurance**  
**Insurance Institute of India, Mumbai**  
**International Program - Excellence in Life Insurance**  
**Program ID: IPL5**  
**(From: 05<sup>th</sup> to 10<sup>th</sup> October, 2020)**

**Relevance of the Program:-**

The twenty first century has been witness to significant growth of income and savings in many emerging markets. Rapid urbanization coupled with the growth of a middle class has led to higher purchasing power and an increased need for both financial security and savings. This has opened huge opportunities for Life Insurance companies and other financial institutions to tap catch up potential. At the same time, they also have to face global competition and build capacity and resilience so that they are ready for the opportunities that are emerging. Critical to such capacity building is the development of an appropriate repository of knowledge, skill sets, values and attitudes that would enable life insurance managers to not only have a sound grasp of the basic fundamentals of life insurance but also to effectively connect with customers and market products. They also need to be adept in building the processes and best practices of a world class life insurance company.

This program is designed to cover both the concepts and practice of life insurance. Proficiency in this 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 form a resource group of scholar practitioners who combine academic rigor with rich industry experience spanning many decades in a market of more than a billion. It also provides an opportunity for exchanging ideas with professionals coming from different insurance organizations of different countries, which can provide a powerful impetus for learning and innovation.

**Program Objective:-**

The program would cover the following themes

- Review and relook at the fundamentals of life insurance in the context of current and emerging trends in the marketplace
- The design and pricing of life insurance products – including profits and capital
- A review and update of Traditional and Non - traditional Life insurance products - the changing contours of the global life insurance market
- A review of Pensions and Health Insurance - the new dynamics of life insurance markets
- Marketing and distribution of life insurance - a relook at the basics in the light of contemporary global practices
- An enhancing of the concepts and skills of Life insurance underwriting
- Appreciation of the nuances and approaches to life insurance Claims Management and Policy Servicing
- Understanding the Applications of Information Technology in Life Insurance
- Financial Management of a Life office – a look at the basics in contemporary perspective
- The program would be divided into modules to facilitate a good grasp of the subjects

### Participant Profile:-

The Program is mainly designed for insurance executives of the middle management level from various life insurance companies as well as those working in broking firms. It may also be useful for insurance professionals seeking to update their knowledge and skills in various aspects of the life insurance business.

### Course Coordinator:-

Dr. S Kutty. – 022-26544296      Email: [skutty@iii.org.in](mailto:skutty@iii.org.in)

### Program Duration & Timing: -

6 days & from 10.00 a.m. to 05.00 p.m.

### Course Fees:-

➤ **Total amount Required – \$ 600 USD**

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.

### 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 E. D'souza	<a href="mailto:college_insurance@iii.org.in">college_insurance@iii.org.in</a>	022-26544210
Mr D V Govekar		022-26544247
Ms S S Vaidya		022-26544266
Ms A P Dalvi		022-26544254
Mr P M Tare		022-26544251
Ms N B Bagde		022-26544234

**College of Insurance  
Insurance Institute of India,  
G Block, Plot No. C – 46, Near American Consulate, Bandra Kurla Complex,  
Bandra (East), Mumbai – 4000051**

**Information for Registration**

**Registration:-**

- To register online, visit menu Enrolment – Online Enrolment on website [www.coi.org.in](http://www.coi.org.in) else follow link - <http://www.coi.org.in/web/guest/programme-calendar>
- For offline registration, mail us at [college\\_insurance@iii.org.in](mailto:college_insurance@iii.org.in) and please see below details for bank transfer.

Name of the Beneficiary:-	Insurance Institute of India
Name of Bank & Address :-	Axis Bank Ltd, Fort Branch, Jeevan Prakash Building, Sir P M Road, Mumbai – 400001.
Account No.:-	<b>0040 10100 143462</b>
IFSC Code:-	<b>UTIB 000 000 4</b>
MICR Code:-	400211002
Swift Code:-	AXISINBB004

- The confirmation of registration for the program will be subject to receipt of payment before the commencement of the program.

**Training Venue:-**

Insurance Institute of India, (College of Insurance), G Block, Plot No. C – 46, Near American Consulate, Bandra Kurla Complex, Bandra (East), Mumbai – 4000051

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**Nomination Form**

- 1) Participant Name: \_\_\_\_\_
- 2) Program Name: \_\_\_\_\_
- 3) Program Period: \_\_\_\_\_
- 4) Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
- 5) Educational Qualification: \_\_\_\_\_
- 6) Date of Birth: \_\_\_\_\_
- 7) Position Held: \_\_\_\_\_
- 8) Mobile No: \_\_\_\_\_
- 9) Telephone No.: \_\_\_\_\_
- 10) E-Mail: \_\_\_\_\_
- 11) Alternate E-Mail: \_\_\_\_\_
- 12) Sponsoring Organisation: \_\_\_\_\_
- 13) Food preference:  Vegetarian  Non-Vegetarian
- 14) Hostel Facility Required:  Yes  No
- 15) 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.