

**Insurance Institute of India,  
College of Insurance, Mumbai**  
**Classroom Training Session on Understanding Group Insurance -  
Group Schemes (Brokers) (CT-UGI) Program ID – CPC7**  
**(From: 20<sup>th</sup> to 21<sup>st</sup> July, 2022)**

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**Relevance of the Program:-**

Group Insurance has emerged as a key segment, garnering a major chunk of New Business Premiums in life insurance today. Its popularity stems both from its cost effectiveness and operational simplicity. Group schemes are the vehicle through which government provides insurance cover to large masses of the public. Many other corporate bodies and large Non-Government Organisations [NGO s] are also ideal target groups for Group Insurance. It can also be sold to smaller organised groups having a minimum membership. Group Insurance benefits form a major component of employee benefits that companies may seek to offer as part of HR policies to motivate and retain their talent. The prime advantage of these schemes is their low premium [per individual life covered] and simplicity of administration. It is thus a classic WIN-WIN product for the insurer and the insured. Group schemes in life insurance cover life through Group Term Insurance policies. They also include other benefits like Group Gratuity, Group Health Insurance, Group Superannuation and Group Leave encashment.

This programme on Group Insurance is designed to provide marketing and customer service executives in life and health insurance companies and Brokerage firms with the basics of Group Insurance business with a view to enhance their effectiveness in marketing and facilitating the management of such schemes. It would prove valuable for those who are primarily engaged in corporate business.

**Program Objectives:-**

- Appraise the participants about the concept and features of Group Insurance and how it differs from individual Insurance Policy.
- To discuss Group Insurance as a marketing opportunity and also a tool to spread the Life Insurance.

**Participant's Profile:-**

Marketing Executives, and back office executives and teams of Life, General and Stand-alone Health Insurance companies, Brokers and TPAs.

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**Course Coordinator:-**

Mr. Krishnamohan Y, Faculty – +91 8879688027

Email: [ykmohan@iii.org.in](mailto:ykmohan@iii.org.in)

**Program Duration & Timing: -**

2 days & from 10.00 a.m. to 04.30 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.

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.

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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.coi.org.in/COI\\_WebPortal/cmc/eventDetails?eventid=1535](https://www.coi.org.in/COI_WebPortal/cmc/eventDetails?eventid=1535)

**Training Venue:-**

Please follow below link / QR Code for Training Venue

<https://qr.go.page.link/qs2Qb>



**Parking Facility:-**

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

**Respond to:-**

Ms. Tanuja S Jagavkar	<a href="mailto:college_insurance@iii.org.in">college_insurance@iii.org.in</a>	022-26544216
Ms S S Vaidya		022-26544266
Ms A P Dalvi		022-26544254
Mr P M Tare		022-26544251
Ms N B Bagde		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) 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.**