



Virtual Training Session on Pensions and Old Age Security (CVT – P & OAS) 14th July 2021



India had more than 104 million senior citizens in India in 2010, and this figure is expected to grow to 173 million by 2026 and over 300 million by 2050. Old age income security is a concern not only for those who have retired but also a large segment that is going to reach that stage during the next two decades. Unlike many other developed countries, India does not have a strong public [state paid] pension system, and occupational [superannuation] pension

schemes, that are provided via employers, are confined to a few segments, largely those working in government and public sector companies. The vast majority thus need to plan for their post retirement years, investing their savings or retirement benefits [like PF and Gratuity] for the purpose. Much of the savings goes into bank fixed deposits and post office savings etc. Personal Annuities that are provided by life insurance companies have still to make the desired breakthroughs. All this implies a great opportunity for life insurers and other pension providers to build their pension business, both in terms of expanding the group pensions business and also enhancing the sale of individual annuities.

This one day Programme on Pensions and old age security is designed to provide deep insights into the essence of pensions as a powerful tool of old age security and also into the dynamics of the pensions market and its emerging challenges. It would be very useful for those who are interested and engaged in the designing and marketing of pension products.

COI has created '*Virtual Training (CVT) Rooms*' as a cost-effective mechanism for participants to equip themselves academically at their respective locations.

Programme Objectives: The sessions would cover the following areas:

- ✚ The 'Pension Value Proposition': designing and positioning it as a solution for old age security
- ✚ Issues and challenges in building a robust pension market
- ✚ Pensions – the future

Participant Profile: The programme would be useful for marketing persons in insurance companies and other institutions who are engaged in marketing life insurance and pension products.

Duration	Date	Time (IST)	Hours
One Day	14 th July 2021	10.00 hrs. - 13.00 hrs.	03.00 Hours

Course Fees: Rs.1770/- (Rs.1500/- + 9% CGST + 9% SGST)

How to enroll: [Click here for Registration](#) and for any help/queries please mail to college_insurance@iii.org.in

Certificate of Participation: Online Certificate in PDF format will be issued to all the participants.

Programme Coordinator: Dr. S. Kutty, Faculty (Email id: skutty@iii.org.in, Mob.no. +91 9167712575)

For enrolment and technical support call / whatsApp on	Name	Mobile No.	Name	Mobile No.
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