

## Virtual Training Session on Package Policies for Business Insurance: For SMEs, Traders, Jewellers and Bankers (CVT – PPBI), Program ID – CPG31 & Date: 22<sup>nd</sup> November 2022



The comprehensive package policies (All in One) in the Miscellaneous LoB have their own unique importance to cater to the specific insurance needs of the SMEs, Banks and Mid Corporate business with less of hassles. The Package Policies for Hotels, Restaurants, Petrol Pumps, LPG Traders, Offices, Jewellers Block, Banker's etc. contain plethora of insurance covers in one policy instead of looking for them under different individual policies.

Handling and marketing the package Policies are comfortable for the Insured, the Insurers and the intermediaries as well! Often the marketing team of Insurers and Brokers do not pay much heed to this segment to reach out to the small & mid-size clients with comprehensive package covers. This one day program intends to break the glass ceilings for marketing these select products where competition is seen less. Focus on this segment and beyond, shall help meeting the insurance needs of the concerned clients and to increase the revenue of Insurers and Intermediaries as well.

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

**Program Objectives:** It aims at sharpening the skill of the participants on understanding:

- The Utility and Business values of the Package Policies in the Miscellaneous segment
- The underwriting and Claims Management operations with ease and comfort.
- The nuances of the relevant Package Policies including their terms, conditions and practices.
- Sensing the marketing opportunities on the given products in a vast segment of the market

**Participant's Profile:** The Program is designed for Executives from Insurance Companies, Brokers and Agents.

Duration	Date	Time (IST)	Hours
One Day	22 <sup>nd</sup> November 2022	10.00 hrs. - 05.00 hrs.	06.00 Hours

**Course Fees:** Rs.3540/- (Rs.3000/- + 9% CGST + 9% SGST)

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

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

**Program Coordinator:**

**Mr Swagata Karmakar, Faculty** (Email id: [s.karmakar@iii.org.in](mailto:s.karmakar@iii.org.in), Mob.no. +91 9830479423)

For enrolment and technical support call	Name	Contact No.	Name	Contact No.
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