

**Insurance Institute of India**  
**College of Insurance, Kolkata**  
**Classroom Training Session on Package Policies for Business**  
**Insurance: For SMEs, Traders, Jewellers and Bankers (CT-PPBI)**  
**Program ID – CPG31 & Date: 22<sup>nd</sup> November, 2022)**

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**Relevance of the Program:-**

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.

**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 nuances of the relevant Package Policies including their terms, conditions and practices.
- The underwriting and Claims Management operations with ease and comfort.
- 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.

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**Course Coordinator:-**

Mr Swagata Karmakar, Faculty, +91 9830479423, Email: [s.karmakar@iii.org.in](mailto:s.karmakar@iii.org.in)

**Program Duration & Timing: -**

1 day & from 10.00 a.m. to 05.00 p.m.

**Course Fees:-**

- **Participants requiring residential facilities: Total amount Required –Rs. 5900-i.e. (Rs. 5000/- plus 9% CGST + 9% SGST).**

The fees cover tuition, course material, A/C single room accommodation (tea/coffee, breakfast, lunch, light refreshments in the evening and dinner). All rooms are fully furnished with attached bathroom and Internet facility. Transport facilities will be arranged for the training centre.

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. 4248/-i.e. (Rs. 3600/- 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) Please see below details for Bank Transfer.

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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=1591](https://www.coi.org.in/COI_WebPortal/cmc/eventDetails?eventid=1591)

**Training Venue:-**

Please follow below link for Training Venue

<https://www.google.com/maps/place/Synthesis+Business+Park/@22.599688,88.47241,13z/data=!4m5!3m4!1s0x0:0xec3dd61dcbaa87f5!8m2!3d22.5996878!4d88.4724099?hl=en-US>

**Address:**

Insurance Institute of India  
2<sup>nd</sup> Floor – 2A & 2C,  
CBD/1, Synthesis Business Park,  
Action Area II, Newtown,  
Kolkata – 700 156.

 **Parking Facility: "LIMITED CAR PARKING IS AVAILABLE IN OUR CAMPUS".**

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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.