

**College of Insurance
Insurance Institute of India, Mumbai
Classroom Training Session on Bancassurance - General
Insurance Context
Program ID – CPG3
(From: 17th to 18th April, 2023)**

Relevance of Program:-

Insurance Regulatory and Development Authority of India has envisioned increasing insurance penetration in the country to achieve the goal of 'Insurance for all' by 2047.

Increasing Insurance Penetration has always been considered a matter of prime importance for the industry. The importance of Bancassurance has increased in recent times due to the new expectations of customers and the growing trend for digital integration of the banking ecosystem with other industries.

The new focus of banks on customer-centricity, and using digital capabilities and experiences have helped in making Bancassurance successful in India. Many banks are focusing on investing in strategic partnership projects to obtain access to new technologies and resources to sustain the increasing market competition. Along with the growth in the banking, financial services, and insurance (BFSI) industry, bancassurance is expected to play a greater role.

Looking at the above scenario, COI has designed this program on Bancassurance to impart knowledge relevant to the General Insurance industry. The programme would discuss the need for using technology for sales and customer-service as well.

Program Contents :-

- Core distinctions of Bancassurance, implementation Issues, challenges and approaches in marketing General Insurance business
- Building ownership and accountability within the bank channel
- Distribution strategies in Bancassurance
- Behavioural competencies focussed on customer centricity, result orientation, relationship management, sales capabilities, problem solving, planning and organizing.

Participant's Profile:-

Executives in Insurance companies, Specified Persons in Banks and others who are responsible for development of Bancassurance business and/ or interested in developing the channel.

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Course Coordinator:-

Mr Arun Kumar Bhatia – 022-26544247 Email: arunbhatia@iii.org.in

Program Duration & Timing: -

2 days & from 10.00 a.m. to 05.00 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.
- 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/regDetails.htm?eventid=1653

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. M M Satam	college_insurance@iii.org.in	022-26544324
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.