

**COLLEGE OF INSURANCE  
INSURANCE INSTITUTE OF INDIA, MUMBAI  
INTERNATIONAL LIFE INSURANCE PROGRAM**

**Program Id:- IPL5  
From: 22<sup>nd</sup> to 27<sup>th</sup> October, 2018**

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**Relevance of the Program:-**

One of the most significant trends of the twenty first century is the high economic growth in emerging markets. Rapid urbanization coupled with the growth of a middle class has led to higher purchasing power and an increased need for both financial security and savings. Even as opportunities for Life Insurance companies and other financial institutions may abound, they may also have to face global competition and build capacity and resilience in order to be able to fully capitalize on the possibilities that are opening up. Critical to such capacity building is the development of an appropriate repository of knowledge, skill sets, values and attitudes that would enable life insurance managers to not only have a sound grasp of the basic fundamentals of life insurance but also to effectively connect with customers and market products. It is also imperative that they should grow adept in building the processes and best practices of a world class life insurance company.

This program is designed to cover both the concepts and practice of life insurance. Proficiency in this business requires a deep understanding of multiple disciplines like Actuarial Pricing and Product Design; Marketing and Distribution; Underwriting and Claims Management; Policy Servicing; Investment and Financial Management as well as Regulatory Compliance and Information Management. The program would incorporate these aspects, so that participants are not only able to discharge their functional responsibilities more effectively but also build their ability and confidence for taking on higher responsibilities in their organization.

Participation in this course would provide a unique opportunity to learn from a resource group of scholar practitioners who combine academic rigor with rich industry experience spanning many decades in a market of more than a billion. It also provides an opportunity for exchanging ideas with professionals coming from different insurance organizations of different countries, which can provide a powerful impetus for learning and innovation.

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**Program Content:**

The program would cover the following themes

- Review and relook at the fundamentals of life insurance in the context of current and emerging trends in the marketplace
- The design and pricing of life insurance products – including profits and capital
- A review and update of Traditional and Non - traditional Life insurance products - the changing contours of the global life insurance market
- A review of Pensions and Health Insurance - the new dynamics of life insurance markets
- Marketing and distribution of life insurance - a relook at the basics in the light of contemporary global practices
- An enhancing of the concepts and skills of Life insurance underwriting
- Appreciation of the nuances and approaches to life insurance Claims Management and Policy Servicing
- Understanding the Applications of Information Technology in Life Insurance
- Financial Management of a Life office – a look at the basics in contemporary perspective

The program would be divided into modules to facilitate a good grasp of the subjects.

**Participant Profile:**

The program is mainly designed for insurance executives of the middle management level from various life insurance companies as well as those working in broking firms. It may also be useful for insurance professionals seeking to update their knowledge and skills in various aspects of the life insurance business.

**Enrolment:**

To enrol for the training Program please download the enrollment form and after filling in the necessary details submit your form and fees to the office of the College of insurance, Insurance Institute of India, Plot C-46, G-Block, Near Dhirubhai Ambani International School, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051 **before 15<sup>th</sup> October, 2018**

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You can also do the enrolment online through the College of Insurance's website [www.coi.org.in](http://www.coi.org.in) on or before **15<sup>th</sup> October, 2018**.

**Program Duration: - 6 Days from 22<sup>nd</sup> to 27<sup>th</sup> October, 2018**

**Timing : 10.00 a.m. to 05.00 p.m.**

**Training Venue :-**



**Insurance Institute of India  
(College of Insurance),  
G Block, Plot No. C-46,  
Near American Consulate,  
Bandra Kurla Complex,  
Bandra (E),  
Mumbai – 400051.**



** Parking Facility:**

**"VEHICLE PARKING IS NOT ALLOWED IN OUR CAMPUS".**

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**Course Fees:-**

**Total amount Required – US \$ 600**

The fees include 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.

**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 the receipt of the payment.
- 3) We do not consider any refund request or adjustment of fees for the next Program in case of absenteeism.
- 4) Fees should be paid by Demand Draft drawn in favour of "Insurance Institute of India" payable at Mumbai and forward it together with the "Enrolment form" available from College of Insurance's website [www.coi.org.in](http://www.coi.org.in) or by online payment mode following the below link <http://www.coi.org.in/web/guest/Program-calender>.

**Course Co-ordinator:**

Prof Archana Vaze

Tel: 022-26544286

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

**Respond to :-**

Contact Persons	Telephone	Mail id
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Nomination Form

1) Name: \_\_\_\_\_

2) Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3) Educational Qualification: \_\_\_\_\_

4) Date of Birth: \_\_\_\_\_

5) Passport No.: \_\_\_\_\_

6) Passport Expiry Date: \_\_\_\_\_

7) Mobile No. : \_\_\_\_\_

8) Telephone No. : \_\_\_\_\_

9) E-Mail: \_\_\_\_\_

10) Alternate E-Mail: \_\_\_\_\_

11) Sponsoring Organisation: \_\_\_\_\_

12) Food preference:  Vegetarian  Non-Vegetarian

13) Details of Fee Paid: Cheque / D.D. No. \_\_\_\_\_ dt. \_\_\_\_\_

drawn on \_\_\_\_\_ Bank, for Rs. \_\_\_\_\_

Please affix  
your  
photograph  
here

\_\_\_\_\_  
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.