

**Insurance Institute of India,
College of Insurance, Mumbai
Classroom Training Session on Bancassurance for Life
Insurance Managers (CT-BLIM) – Program ID – CPC4
(From: 14th to 15th June, 2022)**

Relevance of the Program:-

Bancassurance is today the number one channel for garnering individual New Business premiums for private sector companies in India. Its potential – as a major source of fee based income for banks, and as a source for insurance companies to win customers by leveraging the banks' extensive network – is well known. Yet, insurers have a lot to learn with respect to helping to address the specific challenges faced by specific persons in the banks, as also to motivate them to sell insurance products. Problems like role conflict and role ambiguity, regulatory compliance requirements and the development of selling competence among bank personnel all call for effective support and hand holding by insurers.

This program has been designed to provide Bancassurance managers in life insurance companies with a set of knowledge and skills that would enable them to be more effective in hand holding their bank partners and providing leadership towards building a sound business footprint.

Program Content:-

- ✚ Bancassurance: Core distinctions, Issues and challenges
- ✚ Building ownership and accountability within the bank channel
- ✚ Challenges and approaches in Marketing Life Insurance in the post Covid era
- ✚ The leadership role of a Bancassurance Manager today

Participant's Profile:-

Marketing Executives in Insurance Companies and Banks who are responsible for development of Bancassurance Business and also managing the Specified persons in the banks and corporate agents.

Course Coordinator:-

Mr. Krishnamohan Y, Faculty – +91 8879688027

Email: ykmohan@iii.org.in

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Program Duration & Timing: -

2 days & from 10.00 a.m. to 04.30 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.

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3) Please see below details for Bank Transfer.

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=1521

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. Tanuja S Jagavkar	college_insurance@iii.org.in	022-26544216
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.**