



# College of Insurance

## Insurance Institute of India, Mumbai

### Classroom Training Session on Role of Group Insurance Schemes in realising Vision 2047 (CT-RGIS), (From: 18<sup>th</sup> to 19<sup>th</sup> December, 2024)

#### Program Concept and Objectives:

Group Insurance has become a pivotal sector, capturing a significant portion of New Business Premiums in the life insurance Industry today. Its appeal lies in its scales of economy and operational simplicity. Government-sponsored group schemes serve as a means to provide insurance coverage to large segments of the population. Group Schemes are integral to employee packages, forming a substantial part of company HR policies aimed at motivating and retaining talent. Life insurance group schemes encompass coverage through policies like Group Term Insurance, extending to other benefits such as Group Gratuity, Group Health Insurance, Group Superannuation, and Group Leave encashment. Marketing officials dealing with group schemes often face questions from CFOs and CEOs during product presentations. These queries predominantly revolve around expected fund yields, types of operational funds, financial performance metrics, and more. Addressing these requires a foundational understanding of primary and secondary markets, diverse financial instruments, and key performance parameters like VNB, VNB Margin, Embedded Value, Enterprise Value, P/E Ratio, APE growth.

Keeping the above background in mind, the College of Insurance has designed this two day program on Group Insurance to equip and build confidence in the marketing and customer service executives in life and health insurance companies, as well as brokerage firms, with the fundamentals of Group Insurance business.

#### Key Takeaways from the Program:

The participants of the program will be imparted knowledge of the following elements important aspects of Group Insurance Schemes

- Concept of Group Insurance and it's differentiation from individual business
- Products available in Group Business Segment
- Administration of the scheme and tax benefits
- Capital market and it's operation
- VNB, VNB Margin, Embedded Value, Enterprise Value
- Marketing of Group Schemes

#### Participant Profile:

Marketing Executives, and back office executives and teams of Life, General and Stand-alone Health Insurance companies, Brokers and TPAs.



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**(CT-RGIS), (From: 18<sup>th</sup> to 19<sup>th</sup> December, 2024)**

**Program Coordinator:**

Mr Subash Pattanayak

022-69654204

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

**Program Duration & Timing:**

2 days & from 10.00 a.m. to 05.00 p.m.

**Program 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	Branch - Fort Branch Address - Universal Insurance Building, Ground Floor, Sir P M Road, Fort, Mumbai - 400001.

4) For online payment mode by following the below link

[https://www.insuranceinstituteofindia.com/o/COI\\_WebPortal/cmc/eventDetails?eventid=2269](https://www.insuranceinstituteofindia.com/o/COI_WebPortal/cmc/eventDetails?eventid=2269)

**Program Venue, Location and Parking:**

**Program Venue:**

College of Insurance,  
Insurance Institute of India,  
C-46, G-Block, Bandra-  
Kurla Complex,  
Mumbai - 400 051 India.

Please follow the link /  
scan QR Code for  
training venue.



<https://qrگو.page.link/qs2Qb>

**Public parking available at 5 minutes walking distance (Behind US Consulate).**

**Program Team:**

Ms. Nilambari Bagde	<a href="mailto:college_insurance@iii.org.in">college_insurance@iii.org.in</a>	022-69654234
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