



College of Insurance
Insurance Institute of India, Kolkata
Virtual Training Session on Corporate Governance
and Role Marketing Intermediaries (CVT-CG&RMI)
(On: 18th January, 2025)

Program Concept and Objectives:

The recent reforms and the regulatory changes in the Insurance sector, aimed at enhancing ease of doing business and deepening the insurance penetration, have placed more discretion and flexibility at the hands of Insurance Companies. This regulatory stance therefore clearly expects Regulated entities to accept enhanced responsibility for good corporate governance and scrupulous regulatory compliance so that the interests of policyholders are protected at all times while achieving orderly growth of the Insurance sector. A well governed company has in place a robust policy on Protection of Policyholders, Information Dissemination, fair-ethical-transparent sales practices, Suitability assessment and Product Recommendation, Conflict of Interest and Codes of Conduct, Fair Remuneration to marketing personnel. The growth strategies, product portfolio, financial risks and profitability at the entity level will also be put in place and implemented by Senior Management. All these provide necessary direction and framework for the marketing intermediaries operating with the Company.

With the above background and the imperative need of governance and regulatory compliance for the Marketing force in mind, the College of Insurance, Kolkata had designed a half day, online training session on the subject. Involving experienced in-house and guest faculties, the session brings focused discussion on Corporate Governance Norms from which will flow the systems and procedures to be followed by the intermediaries so that the market practice go hand in hand, for ease of Compliance requirements and building organisational culture.

COI has created '*Virtual Training (CVT) Rooms*' as a cost- effective mechanism for participants to equip participants academically at their respective locations.

Key Takeaways from the Program:

The Program covers the following topics discussing the rationale and implications.

- Economic environment for Insurers
- Corporate Governance Structure and Norms applicable to Insurers
- Board Policies of the Insurer governing Sales Practices
- Organisational Culture & taking it forward in the market
- Expectations of Shareholders- delivering 360 degrees of performance by the frontline marketeers



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Participant Profile:

This Program is designed for Agency Managers, Agents/advisors and Junior Executives involved in Marketing & Sales of Life Companies.

Program Coordinator:

Mr Judhajit Sen, Faculty

Email: j.sen@iii.org.in

Program Duration & Timing:

1 day & from 10.00 a.m. to 01.00 p.m.

Program Fees:

The Program Fees: Rs.1770/- (Rs. 1500/- + 9% CGST + 9% SGST)

How to Enroll:

Please click the below link to register the program

https://www.insuranceinstituteofindia.com/o/COI_WebPortal/cmc/eventDetails?eventid=2122

Certificate of Participation:

Online Certificate in PDF format will be issued to all the participants.

Program Team:

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