



College of Insurance

Insurance Institute of India, Kolkata

Classroom Training Session on Package Policies (Many in One) in an Economic and Hassle freeway (CT-PP), (From: 11th to 12th February, 2025)

Program Concept and Objectives:

Comprehensive package (All in One) policies in the Miscellaneous LoB have their own unique importance to cater to the specific insurance needs of SMEs, Banks and Small Corporates having businesses, with less hassles. Package Policies for Hotels, Restaurants, Petrol Pumps, LPG Traders, Offices, Jewelers' Block, Banker's etc. contain a plethora of insurance covers in one policy instead of looking for them under different individual policies. Package Policies are comfortable for the Insured to buy, and marketing them is easier for Insurers and intermediaries. However, marketing teams of Insurers and Brokers do not pay much attention to this segment and are not reaching out to the small and mid-size clients to offer them comprehensive package covers.

This program intends to break the glass ceilings for marketing these select products where competition is less. Focusing on this segment would help in meeting the insurance needs of the concerned clients and in increasing the revenues of Insurers and Intermediaries as well.

Key Takeaways from the Program:

It aims at sharpening the skill of the participants on understanding:

- Utility and business values of Package Policies
- Nuances of Package Policies including their terms, conditions and practices.
- Bankers' Indemnity and Jewelers' Block Policies
- Underwriting and Claims Management operations
- Sensing the marketing opportunities on these products in a huge segment of the market.

Participant Profile:

The Program is designed for Executives from Insurance Companies, Brokers and Agents.

Program Coordinator:

Mr B K Nayak, Principal

Email: bk.nayak@iii.org.in

Program Duration & Timing:

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



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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. 5900/- i.e. (Rs. 5000/- 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.

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=2125



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Program Venue, Location and Parking:

Please follow below link for Training Venue

<https://www.google.com/maps/place/Synthesis+Business+Park/@22.599688,88.47241,13z/data=!4m5!3m4!1s0x0:0xec3dd61dcbaa87f5!8m2!3d22.5996878!4d88.4724099?hl=en-US>

Address:

Insurance Institute of India
2nd Floor – 2A & 2C,
CBD/1, Synthesis Business Park,
Action Area II, Newtown,
Kolkata – 700 156.

+ **Parking Facility: "Limited Parking Facilities are available"**

Program Team:

Ms. Nilambari Bagde	college_insurance@iii.org.in	022-69654234
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Mr. Sujay Mahadik		022-69654251
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Ms. Jayashree Salian		022-69654249
Ms. Mrunal Satam		022-69654216