



# College of Insurance

## Insurance Institute of India, Mumbai

### Classroom Training Session on Business Insurance

#### Program for Life Insurance Managers (CT-BIPLIM)

(From: 20<sup>th</sup> to 21<sup>st</sup> August, 2024)

#### Program Concept and Objectives:

Medium businesses, small companies and corporations are the backbone of the Indian economy. If we focus on the recent data, more jobs are generated by small firms as they are the major source of economic growth, national prosperity and innovation. Thus there is a huge scope for Business Insurance in coming years and this becomes a separate segment for the following reasons

- Growing at 18% CAGR during last four years, there are 6.33 Cr MSMEs in India.
- Loans disbursed to MSME sector grew by a massive 182% in FY22 to **Rs. 37 trillion**
- MSME Sector had a Budget allocation of Rs **22,140 crores** in FY 2022-23

In this back drop, there is a potential demand for Life Insurance in this sector provided we have properly trained resources. Sales Managers, Advisors need special training to tap the business owners as their insurance needs are different from the individuals.

With the above background in mind, College of Insurance has designed this training program which aims at building the necessary knowledge and skills among the advisors, team leaders and Branch Managers. The program will be in workshop mode led by the Instructor with role plays and group activities for the participants to impart the necessary skills with hands on experience.

#### Key Takeaways from the Program:

The training gives the participants the knowledge and insight into the following

- Landscape for Business Insurance
- Forms of Business -Ownership /Proprietary, Partnership, LLP firms- limited companies
- Concerns of business owners- Role of Insurance Advisor- How to approach, what to talk, how to create interest in the mind of Business Owner
- Various Insurance Solutions-Key man, Partnership, Group Insurance, Employer-Employee Insurance, the role of MWP Act Policies for family welfare of Business Owner- The Taxation rules and the Tax benefits.
- Business Continuation-challenges-Use of Life Insurance
- Estate planning and succession planning for smooth transition, Annuity and pension solutions-Tax implications.



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**Participant Profile:**

The Unit Managers. Development Managers, Branch Managers, Advisors (who want to enter into new markets/segments) from all distribution channels of Life Insurance companies/ Brokers.

**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=2174](https://www.insuranceinstituteofindia.com/o/COI_WebPortal/cmc/eventDetails?eventid=2174)

#### 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	college_insurance@iii.org.in	022-69654234
Mr. Sujay Mahadik		022-69654251
Ms. Akshara Nagpal		022-69654266
Ms. Jayashree Salian		022-69654249
Ms. Mrunal Satam		022-69654216