

An on-line
programme by



How to be a Successful Broker?

A one day programme on building
up the competency of brokers

Saturday December 10, 2022

In view of the changing scenario in insurance sector globally, brokers are going to play a very important role. As we all know insurance is very dynamic in nature and dealing with the same requires lot of expertise. Understanding the requirements of customer and the complexity of risk needs upskilling your knowledge on regular intervals, gaining technical expertise, and updating the regulatory changes around you. This can be achieved by training all the executives in the broking firm in the areas of their professional interest and also the skill sets required for carrying out their professional duties.

National Insurance Academy has taken the initiative once again and is arranging an exclusive one day Programme for all the executives working in Broking firms on skill plus training on 10.12.2022

Who can attend?

Broker Executive dealing with
customers and Insurance
companies can attend the training programme.

The detailed time table is as below

SESSION 1 10.00 am to 11.30 am RECENT DEVELOPMENTS IN INSURANCE SECTOR

- Recent Regulatory changes
- Changes in General Insurance sector
- Changes in Reinsurance sector

SESSION 2 11.45 am to 01.15 pm OPPORTUNITIES AVAILABLE FOR BROKERS IN PRESENT MARKET

- Growing Insurance Market
- Embracing Technology
- Emerging Risks
- Climate Change
- Cyber

1.15 pm to 02.00 pm LUNCH TIME

SESSION 3 02.00 pm to 3.30 pm MANTRA TO BE A SUCCESSFUL BROKER

- Skills required to be a successful Broker
- Verbal and presentation skills
- Negotiation skills

SESSION 4 03.45 pm to 05.15 pm MANDATORY COMPLIANCE FOR BROKERS

- Brokers Regulation – Important concerns / PHP Regulations
- Compliance and practical problems

Programme Fee & Bank Details

Programme Fee	₹ 5192/- (4400+18% GST)
Account	National Insurance Academy
Bank	Bank of Maharashtra
Branch Code	1121
Type of Account	Savings
Account Number	20008885848
IFSC Code	MAHB0001121
Online Payments	https://www.niapune.org.in/payments

Co-ordinator :

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