



**Full Day Training Programme
on
“Risk Assessment and Fire (Property) Insurance”**

Date: Friday, 08th Dec 2017

Time: 09.30 am to 05.00 pm

Place: PHD House, New Delhi



Training Programmes with Practical Orientation as our Faculty is drawn from Insurance Companies, Insurance Brokerage Firms & Insurance Surveyors and Loss Assessors

Insurance Foundation of India

(A not for profit organization under Trust Registration Act, 1882)

Om Plaza (1stFloor), 430/7, Sant Nagar,

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Why need for Specialized Industry Focused Training Programme on Risk Assessment and Fire (Property)

Most businesses realize at the time of claim that the claim amount is not payable because proper risk assessment has not been done at the time of taking the policy. Businesses fail to realize that risk cannot be managed only by taking insurance policy. It is their responsibility for maintaining the safe environment to conduct the business. The insurance policy will not cover the risks associated with organization if it fails to fulfill the conditions attached to policy.

This programme will give an opportunity to participants to interact with faculty, who have vast experience of dealing with businesses and claims worldwide. Participants will be able to learn about common mistakes that cause hardship to organizations.

Fire not only causes losses to organization's assets and life but severely affects the goodwill and future growth of the organization. In many cases owner, promoter and directors face prosecutions as we have noticed in the case of fire in certain cinema halls/hospitals in the recent years in different parts of the country.

Objectives of the Training Programme:

This training programme is very practical in nature and is case study based to provide practical understanding of risks associated with fire and allied perils. The aim is to discuss and come out with solutions for difficulties faced during purchase of insurance policy, lodging and settlement of claims.

The programme is structured in such a way that it promotes interaction among managers/ executives of:

- Firms who purchase fire insurance policies
- General Insurance company involved in business development, selling, underwriting

- and managing fire insurance claims
- Insurance brokers who are most important insurance intermediary
- Surveyors who are an important link in processing/ settlement of insurance claims

Topics to be covered:

Every session will be followed by Questions/ Answers so that high level of clarity is achieved, which assists you in your career development.

- Risk Assessment - It's Necessity
- Fire Hazards and Fire Prevention – It's Importance
- Underwriting
 - Important Clauses under fire insurance
 - Perils and Add on cover
- Tips to avoid disputes in fire Insurance Claims
- Claims Procedure - how to expedite it explaining with live cases
 - Legal Aspects & Procedural Aspects
 - Case Studies

Who Should Attend the Training Programme ((Target Participants)?

This is a good opportunity for:

- Managers/ Risk Mangers handling purchase of insurance and lodging of claims from
 1. Corporates
 2. Trading companies
 3. Manufacturing firms
 4. Exporters/ Importers
 5. Educational institutes
 6. Hospitals
 7. Hotels
 8. Shopping Malls/ Multiplexes
 9. IT companies
 10. SME's e.t.c
- Managers/ Executives of Insurance Brokerage Firms – Business Development/ Underwriter/ Claim Department.
- Managers/ Executives of General Insurance/ Reinsurance Companies involved in business development, selling, underwriting and management of claims

- Surveyors (members of Indian Institute of Insurance Surveyors and Loss Assessors)
- Consulting firms providing risk management services, claims management services
- Academic-Faculty members/ students specializing in Insurance planning to make career in General Insurance.

What you can expect from the Training Programme?

This executive development programme on Risk Assessment and Fire Insurance Claims will provide the participants with comprehensive, multifunctional perspective on how to assess risk, maintain processes for risk mitigation, comply with statutory procedures on containment of risk and management of claims.

1. How to get a claim payment in 60 days – Insurance client
2. How to get your client's claim settled in 60 days – Insurance Brokers
3. How to complete your assignment in 30 days – Insurance Surveyor
4. Managing your risk - cost effectively - Insurance client/ Managers of Insurance companies.

60 days to passing of an insurance claim is what we will focus on. Time is money, as the claims process gets extended the cost for all the stakeholders goes up. It results in financial and goodwill loss for all the stakeholders, who are involved.

Eminent Faculty Conducting this Training Programme:

Our faculty comprises of people who have worked in Insurance Industry and are up to date in their knowledge.

- **Mr. Sagar Sanyal**, Chief Technical Officer, Zoom Insurance brokers and Consultant & Professional trainer, non life insurance and risk management
- **Mr. Vinod Sahgal**, Managing Director, Bajaj Capital Insurance Broking Limited

- **Mr. Sameer Nandwani**, Lawyer, Specializing in Insurance
- **Mr. Anupam Suri**, Formerly Prof., Amity University/ National Insurance
- **Mr. Pawan Puri**, Managing Partner, Incare Consultants
- **Mr. Vimal Goyal**, Associate Director, SMC Insurance Brokers Pvt Ltd.
- **Mr. S. K. Sethi**, Vice President, Insurance Foundation of India & Director, RIA Insurance Brokers Pvt. Ltd.

Training/ Delegate Fee:

Participation fee (Includes Training, Study Materials & Lunch)

- Individual participant fee: **Rs. 2500/**
- Group participation fee (team of 5 persons and above): **Rs.2250/-each.**
- Group participation fee (team of 10 persons and above): **Rs.2000/-each**

Note: Prior registration/ confirmation are requested to attend this Training Programme, so that Certificates/ Logistics/ Study Material & Lunch can be arranged accordingly.

Accommodation:

This is non residential Training Programme; however reasonable hotels/ guest houses are available in surrounding areas such as Panchsheel Enclave, Hauz Khas, Greater Kailash & South Extension. Programme Coordinator will be ready to assist you in arranging the same (if required)

Certificate:

Certificates will be issued to the participants on completion of this Training Programme.

About the Organizer:

Insurance Foundation of India (IFI) is set up under Trust Registration Act 1882 of Government of India as a Not for Profit Organization. The main objective of IFI is to promote awareness of Insurance among masses. It also focuses on education/ seminar programmes to improve capabilities of those working for Insurance industry. In past IFI has successfully organized various Executive Development Programmes of International standards in India with world-class faculty.

The main objectives and purpose of this NGO are

- 1) Growth of Insurance Industry in the country as this can assist in infrastructure development with investment and hence create employment opportunities for large number of youngsters, who are entering the employment market.
- 2) Assist the Insurance consumers of India
- 3) Organize skill development programmes
- 4) Undertake Micro Insurance Projects for those who need these products
- 5) To set up facilities for online education, training, dissemination of Insurance and Insurance related subjects/ information among students, as well as professional specialists working in Insurance Industry (Companies, Intermediaries, TPA's, Surveyors, and Actuaries), masses and general public.
- 6) To bring out Newsletter/ Publications/ Books/ Studies/ reports in media like print, copy, electronic, TV, web based
- 7) To publish/ translate books in English/ Hindi and all regional as well as vernacular languages so that masses living in urban/ semi urban/ rural parts of India can use Insurance as part of their financial planning/ risk management.
- 8) **Bima Jagrukta Abhiyan** which has been undertaken under CSR project of PNB MetLife India Insurance Company Ltd. It comprises of:

Production of International class 10+ minutes Insurance Awareness Film as "**Khushiyan Ki Suraksha**" for spreading awareness of insurance among villagers/ those who are living in Tier 2/3 cities/ towns and is available on www.youtube.com at below link:
<https://www.youtube.com/watch?v=hzbADulcWuU>

Various Projects undertaken by Our NGO are:

- Financial Inclusion
- Emphasis on Savings
- Focus on Education of Villagers
- Involvement of Ladies in Understanding Insurance
- Healthy People Wealthy People

We are granted 80G approval by Tax Authorities. Bima Jagrukta Abhiyan conducted as a CSR Project has been awarded with **Skoch Award** as one of the 100 top Projects undertaken in the country during 2016

Tailor Made Training Programme:

We will be pleased to conduct Training Programmes as per your requirement at your location. Let us know your requirement at vp@ifingo.org

Any Query as well as Registration for this Training Programme can be sent to:

Mr. Rajesh Kumar

Programme Coordinator

Insurance Foundation of India

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