



1 Day Training Programme on

RISK ASSESSMENT AND FIRE (PROPERTY) INSURANCE

Place:

RADICO ROOM, PHD HOUSE

4/2 Siri Institutional Area, August Kranti Marg,
New Delhi-110016

Fri, 04 Nov, 2022

09:30 AM to 5:30 PM



Training Programme with Practical Orientation as our Faculty is drawn from Insurance Companies, Insurance Brokerage Firms, Insurance Consultants, Insurance Surveyors and Loss Assessors, Lawyers & Insurance Investigators.

INSURANCE FOUNDATION OF INDIA

(A not for profit organization under Trust Registration Act, 1982)

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

Fire and allied perils are devastating for any business venture whether it is a manufacturing unit or service provider such as hospitals and hotels.

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.

- ❖ Introduction/ Risk Assessment - Necessity
- ❖ Fire Hazards and Fire Prevention - Importance
- ❖ Underwriting/ Evaluation
 - ◆ 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
- ❖ Mega Projects
- ❖ Comparison of SF & SP and Bharat Laghu Udyam Policy
- ❖ Action Required at your end when major accident takes place
 - ◆ Immediate action
 - ◆ Set up Task Force
 - ◆ Procedure
 - ◆ Interaction with Surveyors/ Insurers
 - ◆ Involvement of your Insurance Intermediary
 - ◆ When you need Insurance Claim Consultant/ Lawyer?
- ❖ Surveyor's Prospective
- ❖ Major Claims - which got repudiated
- ❖ Legal Aspects/ Litigation
- ❖ Business Interruption Insurance (Loss of Profit Policy). Why corporates are buying it?

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
 - ◆ Corporates
 - ◆ Trading companies
 - ◆ Manufacturing firms
 - ◆ Exporters/Importers
 - ◆ Educational institutes
 - ◆ Hospitals
 - ◆ Hotels
 - ◆ Shopping Malls/ Multiplexes
 - ◆ IT companies
 - ◆ SME's etc.
- ❖ 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, multi-functional perspective on how to assess risk, maintain processes for risk mitigation, comply with statutory procedures on containment of risk and management of claims.

- ❖ Policy terms are Important- Buy Right Product
- ❖ How to get a claim payment in 60 days – Insurance client
- ❖ How to get your client’s claim settled in 60 days – Insurance Brokers
- ❖ How to complete your assignment in 30 days – Insurance Surveyor
- ❖ 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:

- ❖ **Mr. Mohinder Jindal**, Formerly Deputy General Manager, Oriental General Insurance Company Limited.
- ❖ **Mr. S. K. Jain**, Insurance Expert, Author, Formerly VP & Director, Insurance Brokers Association of India
- ❖ **Dr. Yoginder Paul**, Advocate, Formerly Regional Manager, National Insurance Company Limited
- ❖ **Mr. Om Prakash Agarwal**, Director, R L Agarwal Insurance Surveyors and Loss Assesors Pvt. Ltd.
- ❖ **Mr. Ram Niwas Sharma**, Assistant Divisional Officer, South Delhi - Delhi Fire Service
- ❖ **Mr. Sameer Nandwani**, Lawyer, Specializing in Insurance
- ❖ **Mr. S. K. Sethi**, Founder & CEO, Insurance Foundation of India & Director, RIA Insurance Brokers Pvt. Ltd.

Training/ Delegate Fee:

Participation fee (Including Training, Study Materials & Lunch)

- ❖ Individual participation fee: **Rs. 3500/-**
- ❖ Group participation fee (team of 3 persons and above): **Rs. 3250/-** each.
- ❖ IGroup participation fee (team of 5 persons and above): **Rs. 3000/-** each.



Accommodation:

This is nonresidential Programme; however reasonable hotels/ guest houses are available in surrounding areas such as Nehru Place, Greater Kailash I & II, Panchsheel Enclave. (Nearest Metro Station Nehru Enclave & Nehru

Place) Programme Coordinator will be ready to assist you in arranging the same (if required)

Venue:

Radico Room, PHD House, 4/2 Siri Institutional Area, August Kranti Marg, New Delhi-110016

Certificate:

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

About the Organizers:

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. IFI has successfully organized various Executive Development Programmes/ Skill development Programmes of International standards in India and abroad with world-class faculty.

Under CSR project supported by PNB MetLife India Insurance Company Ltd we produced a Film “Khushiyon Ki Suraksha” for spreading awareness of insurance in rural areas. It is available on [https:// www.youtube.com /watch? v=hzbADulcWuU](https://www.youtube.com/watch?v=hzbADulcWuU) Our project “**Bima Jagrukta Abhiyan**” has been awarded Skoch Award as one of the 100 top Projects undertaken in India during 2016. We are approved under 80G of the Income Tax Act 1961. IFI will be pleased to be associated with CSR Project to be undertaken by you.

The best part of the Training Programmes being organized by us is that faculty comprises of those, who have up to date knowledge of working in Insurance Companies, Insurance Brokerage Firms, Insurance Surveyors & Loss Assessors, Law Firms or they are Insurance Buyers. This results in the sharing of practical and up to date knowledge by all stakeholders and hence up gradation of the skill in Indian Insurance Industry. This aspect is being highly appreciated in social media on global basis and now Insurance Foundation of India is rated as the top NGO in Insurance Training in the country and that too without any Government support.

IFI got international appreciation when it organized a 2 Days Extensive International Training Programme on “**Crop Insurance**” in New Delhi. There was a tremendous response from Foreign Regulator, Insurance Companies, Insurance Brokerage Firms, State Government Agriculture Ministry Officials (who buy insurance), Micro Finance Companies, Reinsurers, Media, Agricultural Analysts, Technology Companies. In addition to participants from all over India we had the proud privilege of having participants from all over India and from various countries such as **Jordan, Kenya, Sri Lanka and Nepal.**

In association with Professional Advancement Bangladesh Ltd. (PABL) and Green Delta Insurance Co. Ltd., Insurance Foundation of India successfully organized 2 Days Programme in Dhaka (Bangladesh) on in 2019 on “**Transmitting Global Knowledge for Promoting Crop Insurance in Bangladesh**”.

Our effort towards reducing Insurance Frauds in the country and our project “**India Needs Insurance Fraud Control Act**” is widely appreciated. We look forward for the support of Insurance Companies to support us so that





this major project results in discussion, approval by the parliament and implementation of the Act, as a replacement of outdated IPC. We are sure that reduction of frauds will result in support to genuine insurance buyers. The profitability of the insurance industry will increase, and penetration of insurance as % of GDP will reach greater heights.

The recent events organized by IFI are:

- ❖ Full Day Training Programme on Marine (Cargo) Insurance
- ❖ Workshop on Cyber- Security, Crime & Insurance
- ❖ **Conference on Health Insurance 2042:** Let us Plan for Ambitious Target for 2042: In the historic Health Insurance 2042 we have projected the growth of Health Insurance in the next 20 years. We have projected the need for the country to have 1500 Allopathy Medical Colleges, 750 Aayush Medical Colleges, 3000 Colleges of Nursing and 3000 institutes of Physiotherapy. IFI finding is that unless as a nation we increase the supply of health care staff we cannot control the health care costs. This must be done so that Health Insurance premium can be kept under control to increase the insurance penetration. Knowledge Paper prepared by National Insurance Academy; Pune has been acclaimed as a study of international standards.
- ❖ **Webinar on Challenges & Opportunities in implementation of IFRS in Insurance Sector in India:** IFRS standards were introduced in NBFC's. Introduction of these standards in Insurance will result in better valuation of Indian Insurance companies and attract Foreign Investment.
- ❖ **Art Collection - Building and Managing:** A great event, which has for the first time covered the importance of art valuation, art insurance in a comprehensive manner. There was a tremendous response from Art Collectors, Family Offices, Wealth Advisors, CAs, Lawyers, Architects, Interior Designers and those engaged in building or managing collections as the need for training on this important topic was being felt by large number of corporates, who wished to upgrade their skill in various aspects of buying of art & art insurance. Good outcome of the conference was that, in addition to understanding the importance of art collection & art insurance the participants could clear their doubts and get answers to their queries. We are propagating introduction of ART NFT's in India in a big way and of course growth of Art Insurance premium.

IFI will be pleased to have your support for events/ conferences/ research studies. Reach us at vp@ifingo.org or WhatsApp 9810090853

Training Programme Calendar (2022-23)

S.No.	EVENTS PLANNED	DATE & TIME
1	1 Day Training Programme on "Risk Assessment and Fire (Property) Insurance"	Delhi: Friday 04 Nov, 2022
2	1 Day Training Programme on "Insurance Claims Management" How to manage Claims Settlement?	Delhi: Friday 02 Dec, 2022
3	1 Day Training Programme on "Emerging Risks & Liability Insurance"	Delhi: Friday 23 Dec, 2022
4	1 Day Training Programme on "Insurance Frauds" How to Control it?	Delhi: Friday 13 Jan, 2023
5	1 Day Training Programme on "Artificial Intelligence" in Insurance Industry	Delhi: Tuesday 07 Feb, 2023
6	1 Day Training Programme on "Project Insurance"	Delhi: Friday 24 Feb, 2023
7	Seminar on "Liability Insurance & Cyber Insurance" Need of the Day	Delhi: Friday 17 March, 2023

Recent Successful Programmes

S.No.	SUCCESSFUL EVENTS	DATE
1	Full Day training Programme on "Marine (Cargo) Insurance"	Delhi: Friday 07 Oct, 2022
2	Workshop on CYBER-SECURITY, CRIME & INSURANCE 2022	Delhi: 15 July 2022
3	Webinar on Health Insurance 2042: Let us Plan for Ambitious Target for 2042	10 May 2022
4	Webinar on "Challenges & Opportunities in implementation of IFRS in Insurance Sector in India"	06 May 2022
5	Conference on "Art Collection: building and Managing Programme by Rishiraj Sethi"	Delhi: 27 April 2022
6	Participant in the Webinar on "Securing Retirement with NPS & Insight for Employer"	15 March 2022
7	Webinar on "Insurance Claims Management- Growing Need of MSME Sector"	15 Feb. 2022
8	Webinar on "Investment Option - During Pandemic Time"	10 Feb. 2022
9	Participated in the Webinar on "Security Retirement with NPS and Insights for employer"	12 Nov. 2021
10	Participant Amity University 2 Days Conference in the theme "Corporate Social Responsibility During Pandemic and Beyond: Organization Responses, Business Model Innovations and Responsible Business Practices"	Noida: 28 Oct. 2021
11	NGO Partner & Moderator in 2nd National InsurTech Connect 2021 "Heavily Digitized & Personalized World Vulnerability: Cyber Security Threats for Insurance Industry"	Delhi: 24 Sep. 2021
12	NGO partner of ASSOCHAM National E-Summit on Cyber Insurance "Reinvigorating The Future For Bridging The Gap"	Delhi: 23 Sep. 2021

Any Query or Registration for this Training Programme, Please Contact :

Mr. Anirudh Katiyar (Programme Co-ordinator)

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