

FAS CONSULTANTS (FASCON)

- EXTERNAL INSURANCE TECHNICAL TRAINING
 - CUSTOMISED IN PLANT TRAINING
- MARKETING/MANAGEMENT TRAINING
 - AML/TERRORISM TRAINING
 - CONSULTANCY

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**YOU CAN COUNT ON US TO USE
OUR EXPERIENCE FOR YOUR BENEFIT**

FASCON - over 23 years of professional support to the insurance industry

2•0•1•6 Training Brochure



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FASCON
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Insurance & Management Consultants
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FASCON, Over 23 years of Professional Training Support

2016 Training Brochure



2016 TRAINING PLAN

S/NO	WORKSHOP	LOCATION	DATES
1	FUNDAMENTALS OF INSURANCE OPERATIONS	LAGOS	MARCH 23-25
2	GENERAL INSURANCE UNDERWRITING AND CLAIMS	KANO	APRIL 27-28
3	MODERN MOTOR AND ACCIDENT INSURANCE PRACTICE	IBADAN	MAY 11-12
4	DEVELOPMENTS IN LONG TERM INSURANCE BUSINESS	LAGOS	MAY 18-19
5	UPDATED SKILLS IN PROPERTY INSURANCE UNDERWRITING AND CLAIMS	LAGOS	MAY 18-20
6	THE TOTAL INSURANCE PRACTITIONER	PH	MAY 25 -26
7	ADVANCE ENERGY INSURANCE PRACTICE	LAGOS	JUNE 1-2
8	MODERN MOTOR AND ACCIDENT INSURANCE PRACTICE	AKURE	JUNE 8 – 9
9	BEST PRACTICES IN CLAIMS ADMINISTRATION	LAGOS	JUNE 15-16
10	CONTRACT & ENGINEERING RISK ASSESSMENT AND CLAIMS	LAGOS	JUNE 22 - 24
11	MARINE AND ENGINEERING INS	ABUJA	JULY 13 -14
12	MARINE AND SHIPPING PRACTICE	LAGOS	JULY 27-28
13	FIRE AND GENERAL ACCIDENT INSURANCE	WARRI	AUG. 17-18
14	MODERN MOTOR AND GENERAL ACCIDENT INSURANCE	LAGOS	AUG. 24 -25
15	GROUP LIFE ASSURANCE AND ANNUITY UNDERWRITING AND CLAIMS	LAGOS	SEPT 7-8
16	ADVANCE FIRE AND BUSINESS INTER. INSURANCE PRACTICE	LAGOS	SEPT 14 -15
17	FOUNDATION COURSE IN INSURANCE	PH	OCT 26-27

INTRODUCTION

Following the remarked growth in the number of firms operating in the Nigerian Insurance market over the years, it became very clear that there existed a wide gap in the quality of support services offered the industry in the area of technical training and manpower development.

FAS Consultants FASCON was established in 1993 to promote technical and management education to both Insurance practitioners and consumers of Insurance services. Our courses are designed to provide and complement the technical knowledge of participants with a view to enhancing their performance on the job.

In addition, we design comprehensive, practical, challenging and stimulating Management Development Programmes for Managers of the various sectors of the Nigerian Economy.

The services rendered by our Consultancy and Personnel Recruitment Divisions make us a complete consultancy outfit in every respect

ORGANIZATION

To facilitate effective and efficient services to our client, the operations of FASCON center around the following divisions:

A. TRAINING DIVISION: This division undertakes open and in-plant training on various aspects of Insurance Operations, Marketing and General Management. Specific programmes are also designed to meet our customers' specific need.

B. CONSULTANCY DIVISION: Project Feasibility Studies, Market Research, Product Development, Corporate Promotions, Organizational Development and Performance Improvement Programme 'OD/PIP'

C. EXECUTIVE SEARCH, RECRUITMENT AND PLACEMENT DIVISION

FASCON undertakes recruitment and placement of various cadres of Insurance and other personnel for the operators of the Insurance industry as well as industry and commerce generally. Our knowledge of the market and and its personnel, makes FASCON the company to talk to in this area.

D. RISK MANAGEMENT/SURVEY

This division undertakes risk management and property survey services.

CATEGORIES OF TRAINING PROGRAMMES

Courses undertaken are in three main areas:

I. SHORT-TERM/REGULAR/WORKSHOPS AND SEMINARS

These are short-term courses organized for the various cadres of staff. They are either:

- a. Technical Courses and/or
- b. Management /Leadership / Marketing Courses

Details of our Workshops and Seminars for the current year are found in this Handbook.

2. TAILOR MADE IN PLANT TRAINING

In addition to our regular open Workshops, FASCON, is involved in the design and presentation of in-house tailor made programmes for underwriting houses, insurance brokers, loss adjusters and insured organisations.

Banks and other financial Institutions who are interested in insurance, marketing, leadership computer and management education can also benefit from our over twenty two years of experience in training and manpower development.

3. SEMINARS/CONFERENCES

Our organization has become very popular for organizing timely Seminars on current issues in the society including Insurance Consumers' Forum and Accountants/Auditors Seminar.

THE MANAGEMENT TEAM

The management team is led by Mr. Felix Adebayo Samagbeyi.

Mr. Samagbeyi is a seasoned administrator, an author, outstanding scholar, an insurance technocrat and a trained and a highly experienced trainer.

'Bayo holds a National Diploma in Insurance, a Bsc degree in Insurance from the University of Lagos and a Master of Business Administration (MBA) from the Obafemi Awolowo University, Ile - Ife. He is a Fellow of the Chartered Insurance Institute, London.

He started his insurance career in 1982 when He worked with Landway Insurance Brokers. He has worked with Hogg Robinson Nigeria, Time Insurance Brokers, Eco-Pillar Insurance. He left in November, 1992 to start FASCON.

Mr. Samagbeyi has been involved in training insurance personnel since 1987 as one of the founders of Klass Insurance Training Centre, Maryland, Lagos. He was at a time a part time lecturer at the Lagos State Polytechnic, Isolo. He has presented papers at many seminars, workshops and conferences.

PROGRAMME ADMINISTRATION

A. THE FACULTY: In addition to our consulting and teaching faculty, facilitators are carefully selected from eminent practicing underwriters, Brokers, Financial Consultants and other experienced and seasoned Management experts. They will blend theory with their wealth of experience and expose participants to practical cases, which will be most useful in their daily assignments.

B. TEACHING METHOD: The syllabuses of the various courses are covered by formal lectures, group discussions, international and local case studies as well as practical exercises, games and role-playing. Tutorial note

are given to course participants each of the formal lecturer for reference. Films and other Audio-Visual Aids are used extensively to illustrate various points, techniques and skills.

C. COURSE VENUE: Our venues offer accessible and conducive environment for learning supported by superb catering services including some five star hotels.

D. COURSE FEES: The fees charged by FASCON vary with the nature and level of courses, duration and venue. The fees stated in the Brochure highlight. They are therefore subject to changes, such changes would however be communicated early to minimize any inconveniences.

The fees cover tuition, course materials, Workshop bag, Stationery as well as Lunch, Coffee/Tea and Snacks. Participants are expected to settle their hotel bills for non-residential courses.

E. AWARD OF TRAINING COURSE CERTIFICATE: Course Certificates are awarded at the end of each Workshop or Seminars. To qualify for a certificate, a Trainee must satisfy the In-House Course attendance requirements.

F. METHOD OF APPLICATION: On request, FASCON, will send Nomination Forms. Nominating officers can however send a letter to:

The Managing Consultant
FAS Consultants
35 Olowu Street
Off Obafemi Awolowo Way, Ikeja Lagos or
E-MAIL- admin@fasconsultants.com
Tel: 08158990038, 08033021180

Course fees shall be settled by Bank Draft or cheque. It is advisable that both

the Nomination form and the course fee reach FASCON not later than two day before the commencement date of each course. Please note that Registration is on the basis of first come first served because of the limited space available for an effective programme.

G. INDUSTRIAL TRAINING FUND

FASCON is a registered member of the NIGERIAN INSTITUTE FOR TRAINING AND DEVELOPMENT (NITAD) with CERTIFICATE NO 1389. It is therefore easy for our clients to obtain refund from ITF.

H. CANCELLATION: Sponsors are to note that it is our organization's policy to charge 20% of course fees for cancellation made before three days before the commencement of any programme to cover administrative costs. The full fees may be forfeited if a participant fails to attend the course without due notice.

I. CHANGES IN OUR TRAINING PLAN

The Dates, Venues & Fees stated in this Handbook are tentative and may be changed without notification. Such changes may therefore not form a subject of litigation in any court of law.

J. ENQUIRIES: All enquiries in respect of training or research programmes should be directed to:

The Managing Consultant
FAS Consultants.
35 Olowu Street,
Off Obafemi Awolowo Way,
P. O. Box 13249
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E-MAIL- bsamagbeyi@fasconsultants.com
Website - www.fasconsultants.com

WORKSHOP NO. 1
FUNDAMENTALS OF INSURANCE OPERATIONS - LAGOS

WORKSHOP OBJECTIVES

At the end of the workshop, participants will be able to:

- Discuss the scope of the various insurance policies issued by a composite office.
- Identify essential factors for the underwriting and rating of general insurance risks.
- Effectively manage claims in major classes of insurance.

WORKSHOP CONTENTS

- Introduction to risks and insurance
- Risk Management
- Introduction to the Cover, Exclusions and Underwriting of :
 - ✓ Burglary Insurance
 - ✓ Engineering /Contr. All risks/Bonds
 - ✓ Personal Accident Insurance
 - ✓ General Accident Insurance
 - ✓ Marine Insurance
 - ✓ Motor Insurance
 - ✓ Fire and Special Perils Insurance
 - ✓ Life Assurance
- Claims Administration

WHO SHOULD ATTEND?

Non-insurance graduates of insurance organizations working as marketers, underwriters or support staff.

DATE: 23rd – 25th March, 2016

FEES: N74, 500.00 (Seventy Four Thousand, Five Hundred Naira Only)
per participant

VENUE: LAGOS

WORKSHOP NO. 2
GENERAL INSURANCE UNDERWRITING AND CLAIMS PRACTICE -
KANO

WORKSHOP OBJECTIVES

This workshop will enable participants:

- Discuss the scope of the various policies issued in general insurance
- Identify essential factors for underwriting and rating of general insurance risks
- Discuss the implications of recent regulations to today's operations
- Effectively process claims in major classes of general insurance

WORKSHOP CONTENTS

Cover, clauses and risk assessment of:

- Burglary Insurance
- Engineering/C.A.R. /Bonds
- General Accident Insurance
- Current Regulations and Insurance Operations
- Marine Insurance Underwriting
- Motor Insurance Practice
- Fire and Special Perils Insurance
- Claims Administration
- Regulations and Branch Operations

METHODOLOGY

Lectures, Group discussions, CASE Studies and Audio-Visual Aids

WHO SHOULD ATTEND?

Technical officers, Marketers, Deputy Managers and insurance officers of insured organizations in and around Kano and Kaduna

DATE: 27th -28th April 2016

FEES: N76, 500.00 (Seventy Six Thousand, Five Hundred Naira Only)
per participant

VENUE: KANO

WORKSHOP NO. 3
MODERN MOTOR AND ACCIDENT INSURANCE PRACTICE-
IBADAN

WORKSHOP OBJECTIVES

At the end of this workshop, participants would be able to:

- Discuss the scope of the various policies issued in the accident and motor classes
- Assess and rate risks in these classes of insurance
- Handle various general accident and motor claim

WORKSHOP CONTENTS

Cover, clauses and risk assessment of:

- Burglary Insurance
- Liability Insurances
- Transit/Money/Fidelity Guarantee Insurance
- Personal Accident insurance
- Commercial and Special Motor Risks
- Private Motor Risks
- Motor Fleet Contracts and Rating
- Motor Insurance Claims
- General Accident Claims

WHO SHOULD ATTEND?

Underwriters, Marketers and Managers of Insurance houses based in Ibadan, Akure, Oshogbo and the South Western part of Nigeria.

METHODOLOGY

Lectures, Group discussions and Audio-Visual Aids

DATE: 11th- 12th May 2016

FEES: N74, 500.00 (Seventy Four Thousand, Five Hundred Naira Only) per participant

WORKSHOP NO. 4
DEVELOPMENTS IN LONG TERM INSURANCE PRACTICE- LAGOS

WORKSHOP OBJECTIVES

At the end of the workshop participants should be able to:

- Discuss the scope of various Long Term Assurance Policies and their uses.
- Identify essential factors for underwriting and rating of both individual and group life risks
- Employ effective strategies in winning and retaining life customers
- Effectively follow up claims in life assurance

WORKSHOP CONTENTS

- Life Assurance Policies
- Mortgage Assurance
- Challenges in Life Assurance/Annuity Marketing
- Annuity - Types and Costing
- Group Life Assurance
- Life Assurance and Taxation Today
- Longevity and Life Assurance Underwriting
- Profitability in Annuity Practice
- Maturity and Death Claims

WHO SHOULD ATTEND?

Officers and managers of insurance companies and brokerage firms involved in Life Assurance marketing underwriting and claims.

DATE: - 18th- 19th May 2016

FEES: N73, 500.00 (Seventy Three Thousand, Five Hundred Naira Only) per participant

VENUE: - LAGOS

WORKSHOP NO 5

UPDATED SKILLS IN PROPERTY INSURANCE UNDERWRITING AND CLAIMS - LAGOS

WORKSHOP OBJECTIVES

At the end of the workshop, participants will be able to:

- Update their knowledge on scope of the various Property Insurance policies.
- Identify essential factors for underwriting and proper assessment of property risks.
- Effectively and efficiently manage property insurance claims.

WORKSHOP CONTENTS

Cover, Underwriting and best practices in :

- ❑ Burglary Insurance
- ❑ Engineering Insurance
- ❑ Contr. All risks/Bonds
- ❑ General Accident underwriting and rating
- ❑ Motor insurance practice
- ❑ Fire and special perils Insurance
- ❑ Effective Claims Administration

METHODOLOGY

Lectures, group discussion CASE study and Audio-Visual Aids

WHO SHOULD ATTEND?

SENIOR Underwriters and Marketers of insurance companies and broking houses.

DATE: 18th – 20th May 2016

FEES: N76, 500.00 (Seventy Six Thousand, Five Hundred Naira Only) per participant

VENUE: LAGOS.

WORKSHOP NO. 6

THE TOTAL INSURANCE PRACTITIONER – PORT HARCOURT

WORKSHOP OBJECTIVES

This workshop will enable participants:

- Develop strategies for success in today's insurance market
- Employ effective strategies in winning and retaining customers
- Effectively manage the technical aspect of their branch operations

WORKSHOP CONTENTS

- SERVICE EXCELLENCE
- THE MARKETING GURU
- SELF DEVELOPMENT/CONFIDENCE AND COURAGE
- MY OUTLOOK /MY HEALTH
- RELATIONSHIP MANAGEMENT
- TECHNICAL COMPETENCE – TRANSPORTATION
- TECHNICAL COMPETENCE – NON MOTOR
- TECHNICAL COMPETENCE – ENGINEERING
- LIFE /HEALTH INSURANCE
- BEST PRACTICES IN CLAIMS ADMINISTRATION

WHO SHOULD ATTEND?

Managers and Senior Officers of insurance companies and brokerage firms in and around the Eastern Part of the country

DATE: - 25th-26th May 2016

FEES: N78, 500.00 (Seventy Eight Thousand, Five Hundred Naira Only) per participant

VENUE: - LAGOS

WORKSHOP NO. 7
ADVANCE WORKSHOP ON ENERGY INSURANCE

WORKSHOP OBJECTIVES

This workshop will enable participants:

- Discuss various aspects of Energy risks.
- Arrange insurance for the Power and similar sectors of the economy
- Discuss the scope of policy wordings as well as clauses used in Oil and Gas Insurances.
- Identify the procedure for handling Oil and Gas claims.

WORKSHOP CONTENTS

- The Energy Industry
- Seizing the opportunities in the Energy Sector
- Construction Insurance
- Control Of Well Insurance
- Energy Upstream Insurance
- Energy Package Insurance
- Insurance for the Power Sector
- Liability and Pollution Insurance
- Claims Handling and Documentation

WHO SHOULD ATTEND?

Managers, Assistant Managers and Senior staff of Insurance companies and Brokerage firms involved in Oil and Gas insurance.

DATE: 1st – 2nd June 2016

FEES: N82, 500.00 (Eighty Two Thousand, Five Hundred Naira Only) per participant

VENUE: WESTOWN HOTEL – Ikeja - LAGOS

WORKSHOP NO. 8
MODERN MOTOR AND ACCIDENT INSURANCE PRACTICE- AKURE

WORKSHOP OBJECTIVES

At the end of this workshop, participants will be able to:

- Discuss the best practices in Motor and Accident insurance underwriting and risk assessment.
- Effectively assess and rate risks in these classes of insurance for profitability of their organisations.
- Handle various general accident and motor claims

WORKSHOP CONTENTS

Best practice in the assessment and underwriting of :

- Burglary Insurance
- Liability Insurances
- Transit/Money/Fidelity Guarantee Insurance
- Personal Accident insurance
- Commercial and Special Motors Risks
- Private Motor Risks
- Motor Fleet Contracts and Rating
- Motor Insurance Claims
- General Accident Claims

WHO SHOULD ATTEND?

Underwriters, Marketers and Managers of Insurance houses based in Akure, Ibadan and Ilorin.

METHODOLOGY

Lectures, Group discussions and Audio-Visual Aids

DATE: 8th - 9th June 2016

FEES: N76,500.00 (Seventy Six Thousand, Five Hundred Naira Only) per participant

VENUE: AKURE

WORKSHOP NO. 9

BEST PRACTICES IN CLAIMS MANAGEMENT - LAGOS

WORKSHOP OBJECTIVES

At the end of this workshop, participants will be able to:

- Effectively proffer solutions to various challenges facing claims administration today.
- Provide total customer service in area of claims.
- Develop strategies to minimize incidents of fraud in claims.

WORKSHOP CONTENTS

- Fair Claims Practices
- Challenges Of Claims Management Today
- Managing the Cost of Claims
- Claims Fraud – Types and Solution
- Marine Claims Management
- Motor Claims Management
- Property Claims Admin
- Negotiating the Terms and Conditions of Settlement
- Key issues in Fatal Accident Cases

WHO SHOULD ATTEND?

Managers and Senior staff of Claims departments of Insurance companies and Broking firms.

METHODOLOGY

Lectures, Group Discussions and Audio-Visual Aids.

DATE – 15th-16th June 2016

FEES – N78, 500.00 (Seventy Eight Thousand, Five Hundred Naira Only) per participant

VENUE: LAGOS

WORKSHOP NO.10

CONTRACT AND ENGINEERING RISK ASSESSMENT AND CLAIMS - LAGOS

WORKSHOP OBJECTIVES

This workshop will enable participants:

- Identify the nature and types of construction risks
- Discuss the scope of the wordings and clauses used in Contract and Engineering Insurances.
- Assess and rate Engineering risks.
- Discuss claims procedure for both Engineering and Contract Works Insurances.

WORKSHOP CONTENTS

- Construction Works - Risks Management
- Contract Conditions.
- Contract All Risks Insurance
- Erection All Risks Insurance.
- Plant All Risks and Machinery Breakdown.
- Computer All Risks and Boiler Insurance.
- Low Voltage/Electronic Equipment Insurance
- Risk Assessment and Rating in Engineering Insurance.
- Principles and procedures for investigating, reserving and settling claims.
- Contract Bonds/Public Liability Insurance.
- One day Industrial Visit

WHO SHOULD ATTEND?

Managers, Assistant Managers and senior staff of Insurance companies and Brokerage firms involved in Engineering and C.A.R underwriting.

METHODOLOGY

Lectures, Group Discussions, Audio-Visual Aids and SITE VISIT.

DATE – 22nd-24th June 2016

FEES – N78, 500.00 (Seventy Eight Thousand, Five Hundred Naira Only) per participant

VENUE – LAGOS

WORKSHOP NO. 11

MARINE AND ENGINEERING INSURANCES - ABUJA

WORKSHOP OBJECTIVES

At the end of the workshop, participants will be able to:

- Discuss professionally the wordings and the clauses used in Engineering and Marine Insurances including C.A.R./E.A.R
- Assess and rate Engineering risks.
- Underwrite and assess more efficiently Marine Cargo and Hull Risks.
- Discuss claims procedure for marine cargo and engineering insurances
- Administer claims for both Engineering and Contract Work Insurances.

WORKSHOP CONTENTS

- Marine Hull and Machinery Insurance
- Principal Cargo Clauses
- Marine Cargo Risks/Underwriting
- Protection And Indemnity
- Marine Cargo Claims
- Contract Works /Erection All Risks Insurance.
- Plant All Risks and Machinery Breakdown.
- Computer All Risks and Boiler Insurance.
- Electronic Equipment Insurance
- Contract Bonds/Public Liability Insurance.
- Engineering/C.A.R claims.

WHO SHOULD ATTEND?

Senior staff and Managers of Insurance companies and Brokerage firms based in Abuja and the Northern States

DATE – 13th-14th July 2016

FEES – N76, 500.00 (Seventy Six Thousand, Five Hundred Naira Only) per participant

VENUE – ABUJA

WORKSHOP NO. 12

MARINE AND SHIPPING INSURANCE PRACTICE- LAGOS

WORKSHOP OBJECTIVES

At the end of the workshop, participants will be able to:

- Discuss nature and essential features of shipping and maritime practice
- Identify maritime risks and the role of the various professionals involved in the sector.
- Underwrite, Assess and rate more efficiently Marine Cargo and Hull Insurance.
- Discuss claims procedure for marine cargo and hull insurance

WORKSHOP CONTENTS

- The World Of Shipping
- The Geography Of Shipping
- Marine Insurance Law
- Marine Hull and Machinery Insurance
- Marine Cargo Clauses
- Trade Clauses
- Marine Cargo Risks/Underwriting
- Protection And Indemnity
- Marine Cargo Claims

WHO SHOULD ATTEND?

Managers and Senior Officers of insurance companies and brokers involved in Marine insurance underwriting and claims.

DATE: 27th - 28th July 2016

FEES: N74, 500.00 (Seventy Four Thousand, Five Hundred Naira Only) per participant

VENUE: Lagos

WORKSHOP NO. 13
FIRE AND GENERAL ACCIDENT INSURANCE - WARRI

WORKSHOP OBJECTIVES

At the end of the workshop, participants will be able to:

- Discuss the scope of the various General Accident and Fire Insurance policies
- Identify essential factors for underwriting and rating of general accident and fire insurance risks.
- Discuss the implications of the current regulatory environment for branch operations.
- Effectively process claims in these two classes of insurance

WORKSHOP CONTENTS

- Policy wordings, clauses and underwriting of:
 - ✓ Burglary/All Risks Insurance
 - ✓ Money and Fidelity Guarantee Insurance
 - ✓ Goods In Transit Insurance
 - ✓ Personal Accident Insurance
 - ✓ Householders Comprehensive Insurance
 - ✓ Liability Insurances
 - ✓ Fire and Special Perils Insurance
 - ✓ Business Interruption Insurance
- Claims administration
- Regulations and Branch Operations

METHODOLOGY

Lectures, group discussion CASE study and Audio-Visual Aids

WHO SHOULD ATTEND?

Officers and managers of insurance of houses in and around Warri, Asaba and the South South Region.

DATE: 17th-18th August 2016

FEES: N76, 500.00 (Seventy Six Thousand, Five Hundred Naira Only) per participant

VENUE: WARRI

WORKSHOP NO 14
MODERN MOTOR AND ACCIDENT INSURANCE PRACTICE- LAGOS

WORKSHOP OBJECTIVES

At the end of this workshop, participants will be able to:

- Discuss the scope of the various policies issued in the accident and motor classes
- Assess and rate risks in these classes of insurance
- Handle various general accident and motor claim

WORKSHOP CONTENTS

- Burglary Insurance
- Liability Insurances
- Transit/Money/Fidelity Guarantee Insurance
- Personal Accident insurance
- Commercial and Special Motors Risks
- Private Motor Risks
- Motor Fleet Contracts and Rating
- Motor Insurance Claims
- General Accident Claims

WHO SHOULD ATTEND?

Underwriters, Marketers and Managers of Insurance companies and brokers.

METHODOLOGY

Lectures, Group discussions and Audio-Visual Aids

DATE: 24th - 25th August 2016

FEES: N74, 500.00 (Seventy Four Thousand, Five Hundred Naira Only) per participant

VENUE: LAGOS

WORKSHOP NO. 15
GROUP LIFE ASSURANCE AND ANNUITY MARKETING
UNDERWRITING & CLAIMS- LAGOS

WORKSHOP OBJECTIVES

This workshop will enable participants:

- Discuss the scope of various life policies
- Identify Main Issues affecting annuity practice
- Identify essential factors for underwriting and rating of life assurance risks
- Effectively follow up claims in life assurance and annuity.

WORKSHOP CONTENTS

- Life Assurance Policies
- Group Life assurance
- Mortality & Annuity today
- Group Life Assurance Underwriting
- Medical Underwriting
- Annuities Types
- Annuity Benefit Calculation
- Life Assurance Marketing

WHO SHOULD ATTEND?

Officers and Managers of insurance companies and brokerage firms involved in Life Assurance marketing underwriting and claims.

DATE: 7th- 8th September 2016

FEES: N74,500.00 (Seventy Four Thousand, Five Hundred Naira Only) per participant

VENUE: LAGOS

WORKSHOP NO 16
ADVANCE FIRE AND BUSINESS INTERRUPTION INSURANCE
PRACTICE- LAGOS

WORKSHOP OBJECTIVES

At the end of the Workshop, participants would be able to:

- Understand the cover provided by the Standard Fire Policy and its extensions to Special Perils.
- Effectively rate and underwrite Fire & Business Interruption Insurances.
- Recommend risk improvement and loss control measures.
- Fully understand the principles and procedures for adjusting Fire and Business Interruption Claims.

WORKSHOP CONTENTS

- Standard Fire Policy/Special Perils
- Fire Insurance Rating and Underwriting
- Inflation & Fire Insurance
- Fire Insurance Survey-Risks Improvement & Loss Control
- Fire Insurance Clauses and Terms
- Business Interruptions Insurance Covers
- Assessment and Rating of Interruption Risks
- Loss Settlement- Fire/Interruption Insurance.
- All Risks (Property Damage)

METHODOLOGY

Lectures, case studies, group discussion and audio-visual aids.

WHO SHOULD ATTEND?

Intermediate and senior staff of Underwriting and Broking Houses, Loss Adjusters as well as officers responsible for Insurance matters in various institutions.

DATE: 14th – 15th September 2016

FEES: N74, 500.00 (Seventy Four Thousand, Five Hundred Naira Only) per participant

VENUE: LAGOS

WORKSHOP NO. 17
FOUNDATION COURSE IN INSURANCE- PH

WORKSHOP OBJECTIVES

At the end of the workshop, participants will be able to:

- Discuss the scope of the various insurance policies issued by a composite office.
- Identify essential factors for the underwriting and rating of general insurance risks.
- Effectively follow up claims in major classes of insurance.

WORKSHOP CONTENTS

- Introduction to risks and insurance
- Risk Management
- Introduction to the Cover, Exclusions and Underwriting of :
 - ✓ Burglary Insurance
 - ✓ Engineering /Contr. All risks/Bonds
 - ✓ Personal Accident Insurance
 - ✓ General Accident Insurance
 - ✓ Marine Insurance
 - ✓ Motor Insurance
 - ✓ Fire and Special Perils Insurance
 - ✓ Life Assurance
- Claims Administration

WHO SHOULD ATTEND?

Non-insurance graduates of insurance organizations working as marketers, underwriters or support staff.

DATE: 26th – 27th October, 2016

FEES: N76, 500.00 (Seventy Six Thousand, Five Hundred Naira Only) per participant

VENUE: PORT HARCOURT