



Post Graduate Program in

LIFE INSURANCE

11 MONTH SELF-PAID PROGRAM
WITH GUARANTEED JOB



upGrad
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and



The insurance industry is at a crucial point of development in India. Having a well-developed insurance sector that is evolving is a big boon, for any country and its economic development. We have seen the government take major strides to increase awareness about insurance which has led to higher investments in this sector, pushing our country towards a robust future.

I believe the insurance industry in India has so far seen limited penetration in Tier 1 and Tier 2 cities where sales professionals across these locations play an important role in ensuring that people protect the future of their loved ones.

With our **Post Graduate Program in Life Insurance**, we look at equipping individuals with the perfect mix of conceptual knowledge and hands-on experience to help them kick-start a successful career in this field.

Ronnie Screwvala
Co-founder & Chairman
upGrad



HDFC Life Insurance Company Limited

("HDFC Life") is one of the leading private life insurance companies in India offering a large range of life insurance plans such as term insurance, women's plan, health insurance, pension for retirement planning, child education, ULIPs, saving and investment plans.



The Post Graduate Program in Life Insurance is a joint program offered by **HDFC Life** and **upGrad** focused on building the skills required for a successful career in Insurance Sales. The program duration includes paid, hands-on training and a guaranteed job placement with HDFC Life after successful completion of the program.



Mr. Vibhash Naik

Head - Human Resources, L&D and Admin
HDFC Life

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At HDFC Life, we believe that it is crucial for an organisation to put time and effort in nurturing talent and with upGrad's expertise in program design and their experience in delivering a holistic learning experience online, we can deliver quality training at scale. We plan to train and hire more than thousands of individuals every year through this unique PG Program in Life Insurance. With a mix of online and on-the-job training, we hope to prepare the next generation of passionate insurance professionals across India.

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INTRODUCTION TO THE PROGRAM

The Post Graduate Program in Life Insurance is a joint program by upGrad and HDFC Life. An 11-month program, consisting rigorous online training, paid on-the-job training and a paid internship, the PGPLI is designed to equip aspiring sales professionals with the right tools needed for success!



Self-paid program



Learn while you earn!



Guaranteed job placement with HDFC Life*

**On successful completion of the program*

WHO IS THIS PROGRAM FOR?

For those looking for their next phase of professional growth and excellence in the rapidly growing insurance sector with HDFC Life - a market leader in life insurance.



Freshers (Any discipline)

Final Year Students



Recent Graduates

Working Professionals

* PLEASE NOTE THAT ANY LEARNER MUST HAVE GRADUATED BEFORE THE THIRD MONTH OF THE PROGRAM, WHEN THE ON-THE-JOB TRAINING BEGINS.

PROGRAM HIGHLIGHTS

Why upGrad's PGPLI?



ON-THE-GO LEARNING

Spend 2 months learning from insurance industry experts anytime, anywhere!



ON-THE-JOB TRAINING

Train at an HDFC Life branch with a monthly stipend of Rs. 2,500* each month!

**SUBJECT TO INDIAN TAXATION LAWS.*



PAID INTERNSHIP

Get 7 months' real-life experience with a monthly stipend of Rs. 15,100* + incentives**!

** SUBJECT TO INDIAN TAXATION LAWS.*

*** SUBJECT TO PERFORMANCE AND APPLICABLE INCENTIVE SCHEME*



GUARANTEED JOB PLACEMENT

Start your career in insurance with a 100% job placement with HDFC Life with an annual CTC of Rs. 2.5 lakhs* + incentives**!

** SUBJECT TO INDIAN TAXATION LAWS.*

*** SUBJECT TO PERFORMANCE AND APPLICABLE INCENTIVE SCHEME*



POST GRADUATE CERTIFICATE IN LIFE INSURANCE

Receive a post-graduate certification in life insurance sales!

We are here to help you every step of the way!

- Live Scenarios
- Dedicated Mentoring
- Q&A Sessions with Industry Experts

**ALL PAYMENTS WILL BE SUBJECT TO PREVAILING TAX LAWS AND OTHER STATUTORY DEDUCTIONS*

***SUBJECT TO PERFORMANCE AND APPLICABLE INCENTIVE SCHEMES*

WORK AT HDFC LIFE

At HDFC Life, you will be joining one of India's leading brands - a vibrant, young organisation with lots to learn and considerable professional growth opportunities! On successfully completing the program and receiving the certificate, you will be hired to work in one of the following bank verticals:

Distribution Channels



Direct Sales



Bancassurance



Agency

CAREER BENEFITS



Professional Growth Opportunities

Grow to higher levels after joining!



Performance based Financial Incentives

Depending on performance, earn more!



Internal Job Postings

Access internal job requirements before everyone else!

PROGRAM CURRICULUM

It is an 11-month program, which consists: 2 months of online training, 2 months on-the-job training and 7 months paid internship.

2 MONTHS ONLINE TRAINING

COURSE 1: SETTING THE CONTEXT

(DURATION: 1 WEEK)

- WELCOME TO THE PROGRAM
- INTRODUCTION TO INSURANCE INDUSTRY AND HDFC LIFE
- YOUR CAREER AT HDFC LIFE

COURSE 2: INSURANCE CONCEPTS

(DURATION: 5 WEEKS)

- INSURANCE BASICS
- FINANCE BASICS
- LIFE INSURANCE PLANS
- REGULATORY ENVIRONMENT
- HDFC LIFE PLANS

COURSE 3: SELLING AN INSURANCE POLICY

(DURATION: 2 WEEKS)

- SELLING SKILLS
- POLICY ISSUE AND SERVICING
- COMMUNICATION SKILLS

PROGRAM DETAILS

PROGRAM DURATION

2 Months: Online Training

2 Months: Paid on-the-job training
(Monthly stipend: ₹ 2500*)

7 months: Paid Internship
(Monthly stipend: ₹ 15100*)

*subject to Indian tax laws.

FINANCIAL AID OPTIONS AVAILABLE

EMI options starting from ₹8330 in the fourth month

PROGRAM FEE

₹ 99,000 (inclusive of taxes)

SCHOLARSHIP OPTIONS AVAILABLE.

TOTAL STIPEND EARNED

₹ 1,10,000

ELIGIBILITY CRITERIA

- Must be a graduate
- Final year students within 3 months of graduation are eligible
- English-speaking

SELECTION CRITERIA

- Online Aptitude Test
- Interview

FOR ADMISSION

Email: pgpli@upgrad.com

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