



A. Coaching / Training & Learning programme

Examination Coaching	Licentiate, Associate, Fellowship. Broker's License & Agency license examination, Surveyors Examination & Officers Promotional Exams
Technical Learning and Training General Ins. Products	Fire, Engineering, Project Insurance, Motor OD & TP, Marine Cargo, Liability – all liability products including CGL, D&O, Public Liability, Products Liability, Bankers liability -, Marine and Aviation, Special Project Professional Indemnity, Other Indemnity policies, Other Miscellaneous Insurance, Cyber Insurance, Drone Insurance, Various Laws and Regulations connected with Insurance Business
Technical Learning and Training General Claims	Fire, Engineering, ALOP, FLOP MLOP, Motor OD & TP Claims, All liability claims including product and public liability claims, All types of Marine cargo claims including STOP / shotput cargo, Health claims, Fishing Vessels, Personal & Group Personal Accident, Handling Motor TP Cases, Handling Consumer cases , Various claims control measures, How to read & interpret Surveyor Assessment Report
Reinsurance – Learning & Training	Various methods of reinsurance. Reinsurance Market and Marketing, Reinsurance Placement. Reinsurance Claims, Reinsurance Accounting, Reinsurance Regulations, Other matters connected with reinsurance
Soft Skills	Personality Development, Marketing Skills, Communicating Skills, Grievances Handling Skills, Customer Relationship and Management skills, Surveyor Management, Advocate Management, Managing Internal Customers skills, Target Accomplishing skills
Prog. For TPA Executives	Health Insurance underwriting , Health Marketing, Health Insurance Claim process, IRDA Guidelines on Health Insurance and TPAs, Hospital Management, Grievances handling
Prog. For Brokers Executives	Specific Product training, Specific product claims training, Marketing Surveyor Report Analysis, Soft skills training, Various regulations connected to Insurance Business and Brokers regulations.
Prog. For Insurers	A Tailor-made programme based on their requirement Or on specific subject as per the request

B. Claims Consultancy / Policy Review / Policy portfolio Analysis

Claims Consultancy	Claims review, Claims Scrutiny, Claims adjudication, Claims Control, Claims Management
Policy Review	Review of all existing policies, Recommending suitable coverage and limits, removing unwanted covers and over lapping covers, Review adequacy of sum insured
Insurance Portfolio Analysis	All the policies will be analysed along with premium payment and claims reported / paid for better coverage and claims settlement with a reasonable premium

C. Value added Services to Insured by Insurer / Brokers / TPA to Clients / Insured

D.

Insurers, Brokers & TPAs can offer the training programmes such as Basic Fire Fighting, Office Safety, Road Safety (2/4 wheeler), Domestic Safety and Road safety for School children as value added services to their clients / insured.