



# Premier Series: Managing Microinsurance Distribution



26-27 January 2021

2.00 p.m. - 4.30 p.m. (Malaysia Time)



## Pranav Prashad

Senior Technical Officer  
International Labour Organization



## Januario Aliwalas

Secretary General  
The Association of Insurers and  
Reinsurers of Developing Countries (AIRDC)

Limited seats  
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## About The Course

This training will help equip insurers with a good understanding of the wide range of distribution possibilities, and provide them with tools and knowledge needed to establish and manage a distribution strategy.

## Learning Outcomes

By the end of this course, participants will:

1. List options available to access the low-income market. Understand their strengths and weaknesses in order to select suitable channels
2. Understand practical tips on maximising the role of the distribution partner throughout the insurance value chain (product development)
3. Get insights to developing a value proposition for the distribution partner that takes into account the needs and expectations as well as aligns interest of insurer and channel partner
4. Know about designing sales force training, incentives and monitoring

## Key Content

### Day 1 – 26 January 2021

1. Importance of distribution in microinsurance and range of channels
2. Understanding the different channels and roles in insurance value chain
3. Creating a value proposition for partnerships between insurers and prospective distribution channels
4. Supporting distribution partners and sales force development

### Day 2 – 27 January 2021

1. Recap of Day 1 Learnings
2. Understanding the Importance of Designing and Setting Up an Effective Partnership Agreement
3. Preparing and Supporting Channels and Understanding the Importance of Sales Force Development
4. Training Wrap-Up – Appreciating and Understanding the Importance of microinsurance Distribution

## Target Audience

This workshop is designed for microinsurance practitioners with existing knowledge and experience of microinsurance programs, who are in a position to recommend or implement improvements to their companies' distribution strategy



## Training Schedule



**LIVE & INTERACTIVE ONLINE TRAINING**

**3.5 hours**

**26-27 January 2021**

Day 1: 2.00 p.m. -4.30 p.m.

Day 2: 2.00 p.m. -4.30 p.m.



## Trainer's Profile



**Pranav Prashad**  
**Senior Technical Officer**  
**International Labour Organization**

Pranav Prashad is a Senior Technical Officer with the ILO's Impact Insurance Facility. He is a technical lead on agriculture insurance, alternative distribution and mobile services. He is also the focal point for market development in Asia. Pranav has more than three decades of experience in insurance and business management.

He has initiated and taken to scale agriculture and health insurance projects amongst low-income households in India, utilizing a diverse set of distribution channels and enabling the projects with technology.



**Januario Aliwalas**  
**Secretary General**  
**The Association of Insurers and Reinsurers**  
**of Developing Countries (AIRDC)**

Currently, he is the Secretary General of the Association of Insurers and Reinsurers of Developing Countries.

Graduate Scholar and Summa Cum Laude of University of Santo Tomas with a Bachelor's degree in Mathematics. He earned his Master in Business Management degree from the Asian Institute of Management as a full scholar. He is a certified trainer on Purchasing and Supply Chain Management by the International Trade Center as well as a part time faculty member of Ateneo Graduate School of Business. He worked with the Ayala Group of Companies where he started as a Management Trainee/Instructor for the IL-FGU Common Offices Training Department.

He designed training programs and course materials on insurance education for home office employees and selling/supervisory skills for life insurance agents and conducted seminars for agents and employees. He also had stints as an insurance agent, insurance sales supervisor and district manager for a major life company. He worked with Ayala Corporation where he was an Associate Director when he retired in 2002. He was also part of the Insurance Institute for Asia and the Pacific, Inc. as an Executive Director and is the one who started the Review Session. For him, this session will help the participants in preparation for the examination.

## Course Fee

Category	1-2 Pax	3 Pax and Above
MII Member	RM 700	RM 650
Non Member	RM 900	RM 850
International	USD 250	USD 225

\* Fees inclusive of 6% SST (Malaysia Sales and Service Tax)

\* Registration Closing Date : 18 January 2021

### REGISTRATION POLICY

- Registration can be done via at [www.mii4u.org/ilms/user/login](http://www.mii4u.org/ilms/user/login).
- FULL FEE is chargeable for cancellation if written notice is not submitted before the closing date or if the participant fails to report for the course.
- Cancellation after the closing date WILL NOT BE ENTERTAINED. However, substitute participant(s) is/are always welcome.
- The organiser reserves the right to reschedule or cancel the course due to unforeseen circumstances and will notify the contact person accordingly.
- Confirmation of the course will be notified to the contact person/registered participant(s).

To register please login to: <https://www.mii4u.org/ilms/user/login>

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