LIVE & INTERACTIVE ONLINE TRAINING

Online Streaming via zoom

HRD CORP Claimable

THE MALAYSIAN INSURANCE INSTITUTE

CPD POINTS 11

Limited seats available

GRAB YOURS NOW!

General Overview of Life Insurance Operations

23 - 24 March 2022

9.00 a.m. - 4.00 p.m. (Malaysia Time)

COURSE CONTENT

Day 1

- Life Insurance - History and Evolution
- Life Insurance companies and their environments
- Organisational Structure of Life insurance companies
- Principles of organisation
- Stakeholders / Levels and Functions of Management
- Responsibilities and business process of each departments

Day 2

- Functions of Each Departments Individual
  - Risk Management / Legal Compliance
  - Human Resources / Information and Technology
  - Finance / Treasury Operations / Investment
  - Audit / Actuarial/ Product Development
  - Marketing / Product Distribution
  - Underwriting
  - Policy Serving / Customer Service/ Conservation
  - Claims
  - Branch Operations
- Distribution Channel
  - Agents
  - Telemarketing
  - Bancaassurance
  - Brokers
  - Corporate Agency
- Life Insurance agency profession
- Professionalism in insurance - Ethical behaviour
- The new Financial Services Act
- Continuing education and career planning

LEARNING OUTCOMES

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

- Recognize the insurance companies environment.
- Describe the roles and functions of the various departments in a typical life insurance and takaful company.
- Identify various distribution channels used for marketing life insurance.
- Describe professionalism through ethics, education and career planning.

PROGRAMME DETAILS

2 sessions of 5.5 hours per session
(1 session of 5.5 hours per day)
1 break after each hour (5 mins)

Date & Time
23 - 24 March 2022
9.00 a.m. – 4.00 p.m. (both days)
break: 12.30 p.m. - 2.00 p.m.
Closing Date: 16 March 2022

Early Bird (register before 9 March 2022)
MII Member
RM680 (Single), RM630 (Group)
Non Member
RM850 (Single), RM800(Group)
International
USD225 (Single), USD200 (Group)

Normal Fee
MII Member
RM750 (Single), RM700 (Group)
Non Member
RM900 (Single), RM850(Group)
International
USD250 (Single), USD225 (Group)

TARGET AUDIENCE

- New entrants in the insurance companies / takaful operators
- Existing staff who would like to explore their horizon in other departments for job rotation purposes
- Existing staff who would like to further develop their understanding in the respective departments

TRAINER'S PROFILE

ELWIN LAU
B.Sc (Hons) (UK), MFP(Aust), ANZIIF(Senior Assoc), ChFC, CFP, RFP and Shariah RFP

Elwin has been actively involved in insurance industry for more than twenty five years. He has held various positions as Manager of Underwriting, Branch Head and Head of Operations and Customers Service. He has a Bachelor of Science (Honours) and possesses a Master in Financial Planning. He is also a Senior Associate of The Australian Insurance Institute and New Zealand Institute of Insurance and Finance (ANZIIF).

He currently provides financial planning consultancy to both individual and business owners in the financial services industry. He serves as Treasurer of the Malaysia Financial Planners & Advisers Association.

He also conducts regular training in technical insurance with Malaysian Insurance Institute and various institutions in financial planning for professional examination. He is a certified trainer to Malaysian Insurance Institute, RFP program in addition to CFP program.

Elwin is a Chartered Financial Consultant (ChFC), a Certified Financial Planner (CFP), Registered Financial Planner (RFP) and Shariah Registered Finnancial Planner (Shariah RFP).

CONTACT US

For further information or any inquiries related to this programme, please email us at **sales@mii.org.my** or call our Sales Officers:

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Scan the QR Code or click **HERE** to register: