



## **Cost Effective and Efficient Reinsurance Programme Design**

### **Course Description**

This 2 day course will provide an understanding of the principles and decision-making process in successful reinsurance programme design.

### **Target Audience**

This course is specifically designed for those involved in designing, placing or underwriting reinsurance programmes or individuals seeking a better understanding of the processes involved in planning a reinsurance programme.

### **Course Objectives**

On completion of the course the delegates will:

- understand the reinsurance planning and buying process
- be able to explain the different ways of arranging a reinsurance programme and the affect of different decisions both on the buyer and the seller
- understand, design, package and price a reinsurance programme

### **Course Format**

A participative event, with a mixture of tuition and guidance along with extensive use of practical exercises to reinforce learning points.

### **Course Content**

#### **The Reinsurance Planning and Buying Process**

- The need for reinsurance
- The type of reinsurance
- How much reinsurance
- Choice of reinsurer
- The placing process
- A review of a methodical approach to provide answers to all these questions

#### **The Impact of Reinsurance Decisions**

- A full review of possible permutations of a reinsurance structure
- The impact of some of the possible decisions
- How key clauses may further impact on the decision making process

#### **Will it Work?**

- Some consideration of “what if” simulations
- How to review some of the decisions - with less information than apparently necessary

**Trainer      Andy Chilton**

Andrew Chilton is a member of the Chartered Insurance Institute and a Registered Insurance Broker. He provides reinsurance consultancy and technical training services for various companies and organisations within the U.K. reinsurance industry and overseas. Before the establishment of A.C.E.T. Consulting, he was an Executive Director with the Willis Group, where over a period of 30 years he gained considerable experience in various divisions of that Group. This involved the processing and managing the servicing of worldwide Marine, Non-Marine and Aviation reinsurance business on both a proportional and non-proportional basis in the London and International reinsurance markets. He specialised in non-marine North American business for a number of years, before assuming responsibility for technical training at Willis, designing and delivering presentations in the U.K. and overseas and advising on technical reinsurance issues.

**Duration**      2 days

**Dates**          19<sup>th</sup> – 20<sup>th</sup> May 2008

**Time**            9.30 am to 5.00 pm

**Venue**           IMC Marlborough Training Rooms, 16 St Clare Street, London EC3N 1LQ

**Fee**              £525.00 +VAT (including refreshments and buffet lunch on both days)

**CPD**             All of our courses qualify as structured training towards the CII and Law Society's CPD schemes where appropriate to individual needs, and in relation to the FSA's guidance on Training and Competency

**Bookings**      To reserve a place on this course please contact Tony Gregory  
Telephone: 020 7481 9070 or email: [tony.gregory@imc-seminars.com](mailto:tony.gregory@imc-seminars.com)