



## **Introduction to Insurance and the London Market for HR and Learning and Development Professionals**

### **Course Description**

This course is designed for busy HR and training professionals, who work within the insurance sector, yet have background experience gained within other areas. The intention is to provide a broad introduction to insurance and the London market in order to support you in your work with colleagues.

### **Course Objectives**

On completion of the course delegates will:

- have knowledge of the market, the roles of the various participants, and how the market is regulated
- have a knowledge of the major classes of business in the London Market
- have knowledge of how business is placed and claims handled.

### **Course Content**

#### **The Risk Business**

- The function of insurance and reinsurance
- How premiums are calculated
- The major classes of business in the London Market

#### **The London Market**

- Lloyd's
- Companies
- Brokers
- The participants and their roles

#### **Regulation**

- Financial Services Authority
- The new regulatory structure
- Lloyd's

#### **How the Market Operates**

- Placing and the Market Reform Contract
- Claims and ECF's
- Delegated Authorities

#### **Market Cycles and the Impact on your Organisation**

---

**IMC Events Ltd**

2 The Old Vicarage, Manor Road, Goring, Oxfordshire RG8 9DR  
Tel: 07712 482 212 Website: [www.imc-seminars.com](http://www.imc-seminars.com)

## Course Format

The course will be presented by presentation, case studies and discussion.

### **Trainer      Tony Gregory BA(Hons) FCII**

Tony Gregory is Managing Director of Insurance Market Conferences. He had many years experience in the London Market underwriting Liability and Professional Indemnity business, before establishing IMC. He is a Fellow of the Chartered Insurance Institute and a Vice-President of the Insurance Institute of London. He was the leader of the Insurance Institute of London's Research Groups on *Professional Indemnity Insurance* (First Edition) and of *Liability and Accident Compensation*.

**Duration**      1 day

**Date**            15<sup>th</sup> February 2012

**Time**            9.30 am - 5.00 pm

**Venue**            Novotel London Tower Bridge. 10 Pepys Street, London EC3N 2NR

**Fee**                **£95.00 +VAT** (including refreshments and buffet lunch)

**Bookings**      To reserve a place on this course please contact Tony Gregory  
Telephone: 07712 482 212 or Email: [tony.gregory@imc-seminars.com](mailto:tony.gregory@imc-seminars.com)