



Introduction to Insurance for HR and Learning and Development Professionals

"everything you wanted to know but were afraid to ask!"

Course Description

This session 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, the market and major players in order to support you in your work with colleagues.

Course Content

The Risk Business

- What is insurance and reinsurance?
- How/why did insurance develop?
- How premiums are calculated
- The major classes in the London Market

The London Market

The UK insurance market

Regulation

- Financial Services Authority
- 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

Course Format

The course will be presented by presentation and discussion.

Trainer **Chris Dix**

Chris is a consultant and a highly professional, experienced trainer who can deliver a wide range of personal development courses to a broad audience of delegates, from administrative support staff, call centre personal to middle managers. He makes delegates feel relaxed and uses a facilitation style to draw out even the most nervous and uncertain delegates in his training workshops. Chris is very skilled at encouraging delegates to practice their new skills in the safety of the training room and be confident and motivated to use them back in the workplace. Sales training is a speciality of his and he is regularly invited to North America to share his enthusiasm and knowledge in the field of consultative selling.

Duration 1 day

Date **10th September 2010**

Time 9.30 am - 5.00 pm

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

Fee **£125.00 +VAT** (including refreshments and buffet lunch)

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