



INTRODUCTION TO INSURANCE

Course Description

This course will provide a broad introduction to insurance, the UK market, the role of the participants and regulation of the market.

Target Audience

Anyone who is new to the market or wishes to have an overview of insurance and the insurance market.

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
- understand the benefits of insurance
- have a knowledge of the major classes of business
- have knowledge of the principles of insurance
- have knowledge of how business is placed and claims handled

Course Format

The course will be presented by presentation, discussion and exercises.

Course Content

The Risk Business

- The role of insurance and reinsurance
- How and why insurance developed
- How premiums are calculated
- The major classes of business

The Principles of Insurance

- Insurable Interest
- Utmost Good Faith
- Proximate Cause
- Indemnity
- Subrogation
- Contribution

The UK Insurance Market

Regulation

- Financial Services Authority
- Lloyd's

How the Market Operates

- The Role of the Participants
- Placing and the Market Reform Contract
- Claims and ECF
- Delegated Authorities

Market Cycles and Their Impact

Trainer **Tony Gregory BA(Hons) Dip Mgmt 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* and of *Liability and Accident Compensation*.

Duration 1 day

Date **23rd May 2013**

Time 9.30 am - 5.00 pm

Venue London Novotel Tower Bridge, EC3N 2NR

Fee **£150.00 +VAT** (including refreshments and buffet lunch)

In-House Fee **£750.00 +VAT** for up to 12 delegates

Bookings To reserve a place on this course please contact Tony Gregory
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