



## **Introduction to Insurance in a Day**

### **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**

Any person who 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 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        Chris Dix**

Chris Dix is a consultant and a highly professional, experienced insurance trainer who has been involved in the industry for many years. He provides a wide range of technical and personal development courses. He makes delegates feel relaxed and uses a facilitation style to draw out even the most nervous and uncertain delegates in his training workshops. He 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.

**Duration**        1 day

**Date**             26<sup>th</sup> November 2010

**Time**             9.30 am - 5.00 pm

**Venue**            To be advised

**Fee**                **£195.00 +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)