



August 2012 - N°11 FR SP [Forward to a friend](#)

HIGHLIGHT OF THE MONTH

QUICK LINKS



Microinsurance map: a new resource for practitioners on the Indian microinsurance market

The Centre for Insurance and Risk Management, with funding from the Facility, has released a portal allowing practitioners to track data, insights and trends from the Indian microinsurance sector.

Publication



Weather index-based insurance in a cash crop regulated sector:

Research Paper #21 -Antoine Leblois, Philippe Quirion and Benjamin Sultan, July 2012

KNOWLEDGE UPDATE

Facility Publication

Selling more, selling better, Microinsurance Paper #16

Serena Guarnaschelli, Gill Cassar and Aparna Dalal, May 2012
Convincing low income clients of the value of insurance is difficult, especially when sellers have no previous insurance experience. This study provides lessons in the four main steps of sales force development: recruitment, training, incentives and monitoring.

Resources

Health thematic page

This thematic page brings together emerging lessons and resources on health microinsurance and provides a space for practitioners to share ideas and discuss findings.

MILK Brief #12: "Doing the Math" in Karnataka, India

This brief explores the voluntary health insurance program of Grameen Koota, an Indian microfinance institution, and finds mixed results for its impact on health costs.

NEWS FLASH

Fellowship Opportunity

The Facility sponsors fellowships to develop the capacity of microinsurance practitioners and their hosts. The Facility is offering a **fellowship opportunity with SAJIDA** in Dhaka to guide SAJIDA's microinsurance expansion and seeks candidates who can provide expertise in market development, and process improvement.

Grantee update

SANASA has received a grant from the International Finance Corporation

Videos



Microinsurance and the technology revolution

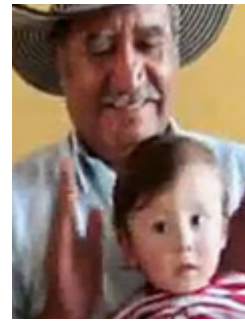
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Videos

to further develop agricultural insurance products in Sri Lanka to minimize the impact of crop losses due to floods or droughts. The project is expected to expand access to insurance for 15,000 small-scale farmers. [See SANASA's Learning Journey.](#)

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