



December 2012, #15 FR SP [Forward to a Friend](#)

HIGHLIGHT OF THE MONTH

QUICK LINKS



Facility partners meet to share lessons and successes

The Facility's partners came together in Dar es Salaam to learn from each other's experiences and achievements. See the report to find out more about the main lessons which emerged on the forum's theme: "achieving scale through innovative and efficient distribution".

Catch up



KNOWLEDGE UPDATE

Selling more, selling better: A microinsurance sales force development study

Briefing Note #14, December 2012

Adequate recruitment, training, incentives, and monitoring of a sales force are indispensable for selling microinsurance effectively. This briefing note summarizes lessons to improve performance throughout these four areas.

Have you seen the Condensed MILK series?

The MILK project has produced a new set of briefs to summarize the most important outcomes of its extensive research into the business case and client value of microinsurance. Why not start with [Condensed Milk #18](#) on property microinsurance in coastal Colombia?

The landscape of microinsurance in Africa 2012

The Microinsurance Centre's interactive map and brief on the African microinsurance market provide a thorough overview of the status and dynamics of the industry, and the opportunity to explore the data yourself.

Did you miss our webinar on promoting microinsurance products?

Video



NEWS FLASH

Consultants sought to conduct microinsurance diagnostic studies in Peru and Colombia

Please see the TORs and submit completed proposals by the 6th January 2013 to Stefanie.zinsmeyer@access-to-insurance.org

Sharing results on the impact of health microinsurance education **15th January 2013, Tamale, Ghana**

Freedom from Hunger and Innovations in Poverty Action will host a dissemination event to share the findings and implications of a study on the impact of health insurance education on enrolment of MFI clients in the Ghana National Health Insurance Scheme.

Insurance for the people by the people

Grantee update



Mapping microinsurance in India

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Housed at the International Labour Organization's Social Finance Programme, the Microinsurance Innovation Facility seeks to increase the availability of quality insurance for the developing world's low income families to help them guard against risk and overcome poverty. The Facility was launched in 2008 with generous support from the Bill & Melinda Gates Foundation to learn and promote how to extend better insurance to the working poor. Additional funding has gratefully been received from several donors, including the Z Zurich Foundation and AusAID.

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