HIGHLIGHT OF THE MONTH

Coming together on client value
Tackling the most challenging problems in microinsurance requires the industry to work together to an extent rarely practical in day to day business. Find out about the Facility’s experiment to address the knotty issue of client value by bringing together practitioners from around the world for three days of intense work improving the client value of Old Mutual’s microinsurance offering.

KNOWLEDGE UPDATE

Agricultural decisions after relaxing credit and risk constraints, Research Paper #23, September 2012
Dean Karlan, Robert Osei, Isaac Osei Akoto and Christopher Udry
This study finds that insurance against catastrophic risk allows farmers in Northern Ghana to increase expenditure on their farms and make riskier choices. Demand for this protection is strong, and after insurance payouts demand increases both among recipients and among their social networks.

Making media campaigns work for microinsurance
CNSeg’s client education efforts in Brazil reveal that media campaigns can generate awareness and interest in microinsurance, but can only provide the initial impulse. Organizations must facilitate informal discussion among the community and with sales staff, if the community is to absorb and begin to act on the campaign’s messages.

MILK Brief #14: The business case for life microinsurance in the Philippines: initial findings
Life microinsurance is well established throughout the Philippines, and the business case is widely assumed to be strong. The MILK project is working to test the accuracy of this assumption and is finding unexpected ambiguity.

NEWS FLASH

Fellowship opportunities
Three new fellowships are now available in Burkina Faso, Haiti and South Africa. The fellowships provide an opportunity for hands-on experience in microinsurance, while also building the capacity of the host organization. Find out more and apply before the 30th November.

Tata Dhan Academy microinsurance course,
5th-8th December 2012, Madurai, India
This course will enable participants from around the world to learn from large-scale, successful and sustainable experiences in microinsurance.

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.