



October 2012 - N°13 FR SP [Forward to a Friend](#)

HIGHLIGHT OF THE MONTH

QUICK LINKS



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.

Video



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.

The impact of health insurance education

Marcia Metcalfe
Freedom from Hunger

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.

Grantee Update



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.

Protecting against natural disaster in Haiti

Fonkoze

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.

Video



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](#).

Teaching elephants to dance

Brandon Mathews
Stonestep GmbH

More information

- [Articles](#)
- [Publications](#)
- [Videos](#)

Join us on



[Unsubscribe from the list](#) | [Update subscription preferences](#)

Copyright © 2012 ILO's Impact Insurance Facility, All rights reserved.