

# MANAGING INCLUSIVE INSURANCE DISTRIBUTION



**Join us** for this course to learn all about:

The **wide range of distribution** possibilities in inclusive insurance

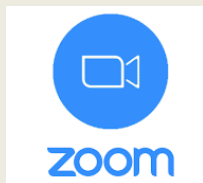
**Tools and knowledge** needed to establish and manage a distribution strategy

Distribution channels' role in the **value chain**

Designing and setting up a **partnership agreement**

**Preparing and supporting** channels across the value chain

A training hosted online via Zoom:



10:00am – 01:00pm (EAT)  
Sept 22– 24 ,2021

**Deadline to register**  
**Sept 17, 2021**

**Registration fee**  
100 USD

[Register Here](#)



## Course Overview

Effective Distribution is a particularly important question for those looking to deliver insurance to new markets.

With low margins, insurers need to find low cost channels that can reach clients in large numbers.

These challenges mean that insurers need to think differently about inclusive insurance distribution.

## Target Audience

This course is suitable for insurance market practitioners as well as insurance supervisory staff who are involved in establishment of distribution strategies.

It is best suited for operational and mid-level management staff, Intermediaries( Brokers), Underwriters, Actuaries, Marketing and distribution executives.

## Training Agenda

### Day One

- The importance of distribution in microinsurance
- Range of distribution channels
- Understanding distribution channels

### Day Two

- Distribution channels role in the value chain
- Creating a value proposition
- Designing and setting up a partnership agreement

### Day Three

- Preparing and supporting channels across the value chain
- Sales force development

## Get an International Certification

Take Four (4) courses and get an International Certification in Impact Insurance!

The International Certification in Impact Insurance is based on more than ten years of international experience and innovations in inclusive insurance, offered by the ILO's Impact Insurance Facility and the Insurance Training College (ITC).

## Registration and Training Fee

For registration, please [CLICK HERE](#)

Payment of the participation fee of **USD 100** should be made by cheque or direct transfer to the college's DFCU Bank account number: 02063617096486 before the start of the training.

## Lead Trainer



**Kevin Walungama Kateete** has over 11 years of work experience in the insurance sector (6 years of regulatory and supervisory experience with the Insurance Regulatory Authority of Uganda (IRA) and 5 years of experience at different levels with UAP Old Mutual Life Insurance).

At IRA, he currently holds the position of Senior Licensing and Compliance Officer where he leads the team in charge licensing Insurance players, is a member of the product approval committee and is the chair of the regulatory sandbox committee.

He is currently pursuing a Masters in Risk Management from Glasgow Caledonian University UK.

He is a **Certified Impact Insurance trainer** in insurance under the ILO and ITC, a Chartered Insurance Practitioner and ACII under the Chartered Insurance Institute UK, a Grad IRM under the Institute of Risk Management UK, and holds a Bachelor's degree in Actuarial Science from Makerere University Kampala.

## Organizing and supporting organizations

This course is organized by the [ILO's Impact Insurance Facility](#) and the [Insurance Training College Uganda](#).

## Contact

If you have any questions about the training, please feel free to contact Ms. Annet Katusiime, through email [akatusiime@itc.ac.ug](mailto:akatusiime@itc.ac.ug) / [trainingdepartment@itc.ac.ug](mailto:trainingdepartment@itc.ac.ug) or phone: (+256) 776 252181 or (+256) 706 696944. More details will be sent to all registered and confirmed participants nearer the training date.