

Managing inclusive insurance distribution



Join us for this course to learn all about:

Developing a distribution plan for a current inclusive insurance product

Maximizing the role of the distribution partner throughout the value chain

Practicing the design of sales force training, incentives and monitoring

A training hosted by:

**Insurance Institute of Uganda
Victoria office Park
Block A, Plot 6-9
Kampala, Uganda**

**2 days – September 19 and 20,
2019**

**Deadline to register
September 6, 2019**

**Registration fee
100 USD**

[Register on the IIU website](#)

Course Overview

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. This training will help equip insurers with a good understanding of the wide range of distribution possibilities, and provide them with tools and knowledge needed to establish and manage a distribution strategy.

Target Audience

This course has been designed for insurers and intermediaries (brokers), departments within the organization that deal with inclusive insurance, mass insurance and affinity, commercial departments and inclusive insurance sales teams. Operational and mid-level management staff may join too.

Training Agenda

Day 1

Sessions include:

- The importance of distribution in microinsurance
- Range of distribution channels
- Understanding distribution channels
- Distribution channels' role in the value chain

Day 2

Sessions include:

- Creating a value proposition
- Designing and setting up a partnership agreement
- Preparing and supporting channels across the value chain
- Sales force development

Get an International Certification in Impact Insurance

Take a number of courses this year 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 IIU.

Registration

For registration, please go to the Insurance Institute of Uganda website: iiu.ac.ug

Payment of the participation fee of 100 USD should be made by cheque or direct transfer to the institute's DFCU Bank account number: 02063617096486 before the start of the training on September 19, 2019. For questions regarding payments, please contact Mr. Jonan Kisakye, through email jkisakye@iiu.ac.ug or phone: (+256) 702 670089 or (+256) 772 670089.

Accommodation

Participants need to make their own bookings at hotels in Kampala. For assistance on bookings, please contact Olive Tusiime at otusiime@iiu.ac.ug or calling 0776388863.

Trainer



Enock Sing'oei is an agriculture and climate insurance consultant with experience working in Africa and Asia. From 2016 to 2018, Enock was an Impact Insurance Fellow hosted by Kifiya Financial Technology in Addis Ababa, Ethiopia, where he led the product design and distribution work for various (non-)agricultural microinsurance products. Over the last 9 years Enock has worked on various inclusive insurance projects in Africa with: Kilimo Salama now Acre Africa in Kenya & Rwanda, WorldCover in Ghana, Kenya and Uganda, CNAAS Assurance in Senegal, ILO-GIZ trainings in Zambia, ILO IFAD research work in Uganda, Cambodia and Indonesia, Syngenta foundation feasibility studies in Sudan and Morocco amongst many other advisory roles across Africa and Asia. Enock is passionate in supporting projects that decrease risk and improve wellbeing of the global poor.

Organizing and supporting organizations

This course is organized by the [ILO's Impact Insurance Facility](#) in partnership with the [Insurance Institute of Uganda](#) and [FSD Uganda](#).

Contact

If you have any questions about the training, please feel free to contact Mr. Jonan Kisakye, through email jkisakye@iiu.ac.ug or phone: (+256) 702 670089 or (+256) 772 670089. More details will be sent to all registered participants nearer the training date.