

Introduction to inclusive insurance and its business case



9:00-12:30 (EET)
March 29 – April 1



Online (via
Zoom)

Deadline to register
March 25
Registration fee
1,000 LE

Join us for this online
training to learn all about:

*...what inclusive insurance is and how
insurance can be sold to emerging consumers*

*...the key characteristics of emerging
consumers and how insurance is distributed
through new retail channels*

*...the relationship between **client value** and
financial results*

Agenda

Below is an overview of the different sessions of this four-day workshop. Each day consists of 3.5 hours of online lectures and interactions.

Day 1

- Opening
- What is microinsurance?
- Factors influencing the demand for microinsurance

Day 2

- Factors influencing the demand for microinsurance (cont.)
- Microinsurance products

Day 3

- Distribution channels and partnerships
- Making microinsurance viable

Day 4

- Building the internal capacity for success
- Moving microinsurance forward

Master trainer



Pranav Prashad is the technical lead on agriculture insurance, alternative distribution and mobile services for the ILO's Impact Insurance Facility. He is also the focal point for market development in Asia. Pranav has more than two decades of experience in insurance and business management. He has initiated and taken to scale agriculture and health insurance projects amongst low income households in India, utilizing a diverse set of distribution channels and enabling the projects with technology.

Join us!

For registration, please write to Mahmoud Nessem at Mahmoud.nesim@fra.gov.eg.

Payment of the participation fee of 1,000 LE should be made direct transfer to (9/450/86990/2) - Central Bank of Egypt or by cash in FRA premises before the start of the training on March 29, 2021.

For questions regarding payments, please contact Mahmoud Nessem, through email Mahmoud.nesim@fra.gov.eg or phone: 00201067728107.