

Pricing in inclusive insurance



Join us for this course to learn all about:

The **key context elements** to be considered in pricing for inclusive insurance

The **pricing process** and **premium components**

The calculations required for **determining risk premiums** for inclusive insurance products

A training hosted by:

**College of Insurance and
Financial Management
Lagos, Nigeria**

September 3-5, 2019

**Participation fee
N150,000**

**Deadline to register
30th August 2019**

In partnership with:



Course Overview

Inclusive insurance providers see the need for increased understanding and expertise in pricing their products. This training will help pricing specialists responsible for calculating different projections to better understand the specificities of the inclusive insurance sector in order to better place and monitor inclusive insurance products.

Target Audience

This training has been developed for practitioners who are already familiar with pricing and reserving techniques, and who are responsible for pricing or setting premium rates in their inclusive insurance institution. It is also interesting for capacity building consultants who may be involved in pricing inclusive insurance products, and for external consultants responsible for providing data and information for pricing, approving premium rates for the company, and providing analysis of pricing. Lastly, members of a product development team wanting a greater understanding of the pricing process may be interested too.

Training Agenda

Below is an overview of the different sessions of this three-day training:

Day 1

- Introduction to pricing for inclusive insurance
- Basic concepts of pricing
- Understanding the market and initial product design
- Calculating the risk premium

Day 2

- Actuarial toolkit
- Risk margins
- Reinsurance
- Gross premium
- Expense loadings

Day 3

- Gross premium – business plans and financial projections
- Monitoring product experience
- Review and re-pricing

Trainer



Jeff Blacker is an actuary with over 20 years of health and life insurance experience in the U.S., Latin America, Africa, and India. His inclusive insurance experience includes pricing of disability, accident, medical, hospital cash, cancer, funeral, and credit life products. Jeff published a collaborative book titled *Actuaries in Microinsurance* with contributions from 23 actuaries, and he is an actuarial exam instructor with The Infinite Actuary where he prepares students through online seminars for Society of Actuaries exams.

Certified Inclusive Insurance Trainers



Yeside Oyetayo holds a PhD in Insurance law from University of Leicester in UK, with over three decades of experience in the Nigerian insurance industry in various capacities. She has been an insurance trainer for the last two decades and has delivered numerous training in the area of inclusive insurance. Yeside is a Certified Inclusive Insurance Trainer of the Impact Insurance Facility of the ILO and currently the Rector of the College of Insurance and Financial Management in Nigeria. She is an Associate of the Chartered Insurance Institute of Nigeria and UK and has published widely in local and international academic journals.



Femi Abass holds a M.Sc. in Insurance Risk and Insurance and just finished his doctoral dissertation in Risk Management and Insurance. He is currently a lecturer in the Department of Insurance at Lagos State University and a Certified Inclusive Insurance Trainer of the Impact Insurance Facility of the ILO. He has delivered various training in inclusive insurance and has publications in a number of international academic journals.



Abimbola Omowunmi Tiamiyu holds a Masters degree in Actuarial Science and is a Fellow of the Chartered Insurance Institute of Nigeria. Abimbola is a Certified Inclusive Insurance Trainer of the Impact Insurance Facility of the ILO and currently the Director of Examinations at the Chartered Insurance Institute. She has held several senior positions with Nigerian insurance companies. Abimbola is furthermore highly experienced in a range of trainings in the area of insurance.

Registration

For registration, please contact the College for Insurance and Financial Management (CIFM), by phone at 08172040918, **Yinka** on **08091244397** or **Adegboye** on **07065554554**, and via email at info@cifmng.com or rector@cifmng.com

Payment for the course should be made preferably by cheque on or before the 30th of August 2019

Accommodation

Should you wish to book any of the following accommodation within the College Campus, please contact 08172040918 or email info@cifmng.com.

- **One night** in the Halls of Residence (with dinner and breakfast): **N15,000**
- **One night** in a single room chalets (with breakfast and dinner): **N20,000**
- **One night** in a double room Chalet (with breakfast and dinner): **N25,000**

Organizing and supporting organizations

This course is organized by the [College for Insurance and Financial Management \(CIFM\)](#) together with [Africa Re](#), the [Nigerian Insurers Association](#) and the [ILO's Impact Insurance Facility](#).

Contact

The College for Insurance and Financial Management (CIFM) can be contacted at **08172040918**, **09034774720** or **08113801396** and info@cifmng.com.

More details will be sent to all registered participants closer to the training date.