

# Pricing for inclusive insurance



## Upcoming training: Insurance Training College Uganda – March 18 to 20

**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:

**Insurance Training College Uganda**  
Victoria office Park  
Block A, Plot 6-9  
Kampala, Uganda

**Register before March 13!**

**Registration fee**  
100 USD

[Register here](#)

## 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

### 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

## 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 Insurance Training College (ITC).

## Registration

For registration, please go to the Insurance Training College website: [itc.ac.ug](http://itc.ac.ug)

Payment of the participation fee of 100 USD should be made by cheque or direct transfer to the college's DFCU Bank account number: 02063617096486 before the start of the training on March 18, 2020. For questions regarding payments, please contact Mr. Jonan Kisakye, through email [jkisakye@iiu.ac.ug](mailto: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 the Insurance Training College at [trainingdepartment@iiu.ac.ug](mailto:trainingdepartment@iiu.ac.ug) or calling (+256) 417333500.

## 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.

## Organizing and supporting organizations

This course is organized by the [ILO's Impact Insurance Facility](#) in partnership with the [Insurance Training College 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](mailto: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.