

Inclusive insurance for SMEs



April 21: 10am-12:30pm
/ 2pm-4:30pm
April 22: 10am-1:30pm



Online (via
Zoom)

Deadline to register
April 16, 2021
Registration fee
N50,000

Join us for this online
training to learn all about:

*...the various **types of small and medium enterprises (SMEs)** and how to reach them*

*...the **different insurance types** and how these
are offered to SMEs*

*...designing products and distribution strategies
to **meet the needs of SMEs***

Agenda

Below is an overview of the different sessions of this two-day workshop:

Day 1 (morning)

- Introduction to SMEs and insurance
- Understanding SMEs in depth

Day 1 (afternoon)

- Risk management and insurance for SMEs
- Design sprint

Day 2 (morning)

- How to sell to SMEs
- Designing a distribution strategy
- Pitching product and distribution proposals

Trainers



Camyla Fonseca leads the knowledge and capacity building initiative, as well as the insurance education work of the ILO's Impact Insurance Facility. She is a Certified Knowledge Manager with over eight years of experience in inclusive insurance and has extensive experience in instructional design and adult learning methodologies.



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 continues deliver training on various aspects 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 PhD in Insurance Risk 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.

Join us!

Kindly click on the registration link below to register for the workshop:

<https://bit.ly/3bEk8Tj>

For enquiries, please contact the College for Insurance and Financial Management (CIFM), by phone on 08172040918 or 08113801396, and via email at info@cifmng.com or rector@cifmng.com .

Payment of N50,000 should be made preferably by bank transfer before the start of the training on April 21.