

Managing microinsurance distribution

A pre-conference seminar

14 November 2016, 9:00-18:00

Cinnamon Grand Hotel, Colombo, Sri Lanka

Registration

Registration to this pre-conference seminar is free! Places are limited, so register now at http://www.impactinsurance.org/content/event-registration?event_id=5330

Overview

Distribution is a particularly important question for those looking to deliver insurance to low-income people. 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 microinsurance distribution. This session 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

- Insurers and intermediaries (brokers)
- Departments within the organisation that deal with microinsurance, mass insurance, affinity and commercial departments, microinsurance sales teams
- Operational and mid-level management staff

Facilitator

Aparna Dalal, the ILO's Impact Insurance Facility



Aparna leads the the ILO's Impact Insurance Facility's Research and Innovation initiative. She has a decade of technology and business management experience in the public and private sector. Before joining the ILO, Aparna was the Director of Special Projects at the Financial Access Initiative at New York University, where she led microinsurance research projects.

Aparna holds a Master in Public Administration from New York University and a Bachelor in Business Administration from the University of Texas.

Language

The seminar will be delivered in English.

More information

To learn more about previous Facility trainings and knowledge sharing events, visit www.impactinsurance.org/events. Alternatively, you may contact us at impactinsurance@ilo.org.