

Summary

Microinsurance Conference 2007

13–15 November 2007, Mumbai, India



Parallel Session 2 – Improving efficiency and enhancing benefits Institutional Models

Richard Leftley, Opportunity International, USA

Micro Insurance has been presented as having two main models; the partner-agent and mutual models. However, during his presentation Richard Leftley will argue that we need to look at three distinct roles which can be performed by a wide range of organizations. The three roles are “risk carrying”, “distribution / front office” and “administration / back office”. It is only when we start to look at finding solutions using the most efficient combination of partners that we can minimize the operational overhead and offer products that fit the needs of clients. The Micro Insurance Agency is a leading insurance intermediary that provides product development, distribution, staff training, marketing support and back office administration in ten countries and currently serves over 3,300,000 lives with a range of life, health and weather index products.

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