SCI ONLINE
Global Classroom

Singapore College of Insurance

SCI Presents

Needs Analysis & Case Studies on Health Insurance

4 CPD hours

2021

REGISTER NOW

Programme Highlights

This course is suitable for all life and general insurance intermediaries and company staff members who are involved in any Health Insurance products including: Medical Expense Insurance, Disability Income Insurance, Long-Term Care Insurance, Critical Illness Insurance and Managed Healthcare Insurance.

For Whom

For new or existing insurance professionals who wish to know more about Health Insurance relating to Needs Analysis & Case Studies.

Course Outline:

- Financial Needs Analysis
- Case Studies

Learning Outcomes

At the end of the course, the participants will be able to:

- know how needs selling differs from product selling
- explain what fact-finding is
- understand the purposes served by the various sections of the Fact-Find Document
- know the answers to the quantification of needs questions which must be taken into consideration, when going through the prospective client's Fact-Find Document to identify his needs
- understand the importance of an emergency fund
- know at which stage of the prospective client's life cycle, where the need to protect one's earnings against disability and ill health, is critical
- know what to do if the prospective client has the following existing policies:
  - Disability Income Insurance
  - Life Insurance with Total & Permanent Disability Benefit
  - Medical Expense Insurance
  - Critical Illness Insurance
  - Personal Accident Insurance
  - Long-Term Care Insurance
  - Managed Healthcare Insurance
  - Hospital Cash Insurance
  - Life Insurance Policy & Work Injury Compensation Insurance
- know how to quantify the following:
  - disability income protection needs
  - medical and ancillary costs
  - hospital cash income needs
  - Critical Illness Insurance
- know how to apply the principles that you have learnt from the previous chapters to carry out a proper needs-based sales advisory process through looking at two case scenarios

Course Duration

Course Duration: 4 Hours
Assessment Duration: No time limit
Assessment Format: 10 Multiple Choice Questions

Programme Fee

S$42.80 (inclusive of 7% GST)

Funding: to be advised

How To Access SCI Cloud Classroom

Upon successful payment and registration, the confirmation email will include a weblink which will direct the candidate to a login page. Alternatively, you would see an icon on the SCI Website titled “SCI Cloud Classroom”. Click on the icon and you would be routed to the login page. Use the same credentials to login as the candidate’s profile created at SCI website.

Completion Requirement

Participants must fully complete all the contents and score at least 75% for the 10 True-False questions at the end of the course within the one-month access period from the time of registration.

Key Features

Video lectures embedded into contents and with quizzes

Practical and can be accessed anytime, anywhere

SMART Certificate of Completion

A Smart Certificate of Completion will be issued within 4 working days, once all the course requirements are fulfilled, including passing the assessment.

Singapore College of Insurance
CPE Registration No: 199408491M
Period Of CPE Registration: From 26 September 2019 to 25 September 2023

For enquiries, please contact: Singapore College of Insurance
Tel: (65) 6221 2336 Fax: (65) 6220 6684 Website: www.scicollege.org.sg

Updated: 22 Jan 2021