SCI ONLINE Global Classroom

Singapore College of Insurance

SCI Presents

Needs Analysis & Case Studies on Health Insurance

04 CPD hours

REGISTER NOW

2023

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:

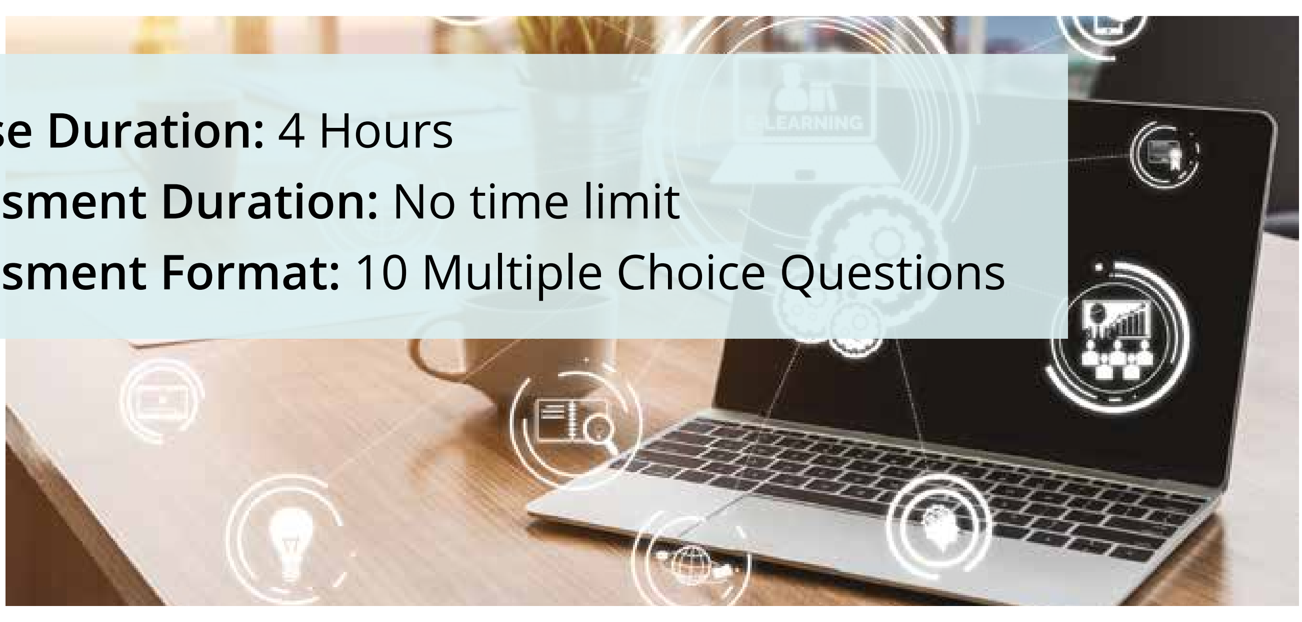
- Financial Needs Analysis
- Case Studies

Learning Outcomes

At the end of the course, the participants should 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
- list the two basic principles that you should be aware of, before making any product recommendation
- know the types of product knowledge that you must possess
- understand why is affordability an important factor when you are selecting a suitable product to recommend to the prospective client
- know the important points that you must note on policy selection
- know the systematic process of explaining your recommendations to the prospective client
- know when the reviews for prospective client are necessary
- 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: 4 Hours
Assessment Duration: No time limit
Assessment Format: 10 Multiple Choice Questions



Programme Fee
S$43.20 (includes 8% GST)

GST Rate Change
Please be advised Goods and Services (GST) rate revisions in Singapore from 7% to 8% will take effect from 1 January 2023. For more details, please read here.

All invoices issued in 2023 will be subject to the prevailing GST of 8%.

Completion Requirement
Participants must fully complete all the contents and score at least 75% of the questions correctly at the end of the course within the one-month access period from the time of registration.

Key Features
Learning cards embedded with contents and quizzes.
Practical and can be accessed anytime, anywhere.

Electronic Certificate of Completion
An E-Certificate of Completion will be issued within 5 working days, once all the course requirements are fulfilled, including passing the assessment.

MORE ONLINE COURSES HERE

NAVIGATING THE COURSES ONLINE

STEP 01: REGISTER AND PAY ONLINE

STEP 02: RECEIVE CONFIRMATION EMAIL FROM SCI PROVIDING LINK TO ACCESS.

STEP 03: LOGIN TO SCI ONLINE GLOBAL CLASSROOM VIA THE LINK.

STEP 04: ACCESS COURSE VIA THE DASHBOARD.

STEP 05: CLICK ON THE COURSE TILE.

STEP 06: RECEIVE E-CERTIFICATE.

- After you fulfil the course attendance requirement and pass the assessment, you will receive an email advising on how you can access your E-certificate or you may check your SCI Student Portal.
- The E-cert will provide the details of your CPD hours.
- Please provide your full name as in your NRIC/Passport at the time of registration.
- One month access period to complete is given from the date of registration/payment.
- Any changes to be made to the E-certificate once issued will be chargeable.

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TECH SUPPORT HOTLINE: 6221 2336
MON – FRI (9AM TO 5PM EXCLUDE PUBLIC HOLIDAYS)

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 | Website: www.scicollege.org.sg

Information presented on this marketing material is correct at the time of publishing. However, changes to the programme contents, dates, time, duration, venue and faculty members can occur owing to unforeseen circumstances. Every effort will be made to inform all participants of such changes on a timely basis.

Ver 7: 20 Jan 2023