

▶▶▶ Intermediate

Employee Benefits Series

**1ST INTAKE - UNDERWRITING
OF GROUP EMPLOYEE
BENEFITS INSURANCE**

Venue: Hotel
(To be advised)

Date(s): 13 & 14 Apr 2023

Time: 9.00am to 5.00pm

CPD Hours: 14

REGISTER
HERE



▶▶▶ PROGRAMME HIGHLIGHTS

This 2-day programme aims to provide participants with a firm foundation to underwrite Group Employee Benefits Insurance. It also aims to enable marketing personnel, insurance brokers and other intermediaries to be more effective in developing and retaining their employee benefits prospects by rendering them the appropriate technical advice. Employers will also find this programme useful in enhancing their understanding of Employee Benefits Insurance.

▶▶▶ FOR WHOM

- Underwriters, Sales Personnels, Business Development and Marketing Executives who are handling Employee Benefits Insurance.
- All Life and/or General Insurance Intermediaries and Company Staff Members who are involved in advising and / or selling Employee Benefits Insurance.
- Human Resource Executives using Employee Benefits Insurance to cater to the needs for their employees as well as their dependants.

▶▶▶ KEY LEARNING OUTCOMES

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

- Know the environment, benefit design, marketing, plan design, plan administration and renewal processes applicable to Employee Benefits Insurance.
- Understand the detailed coverage and provisions of the various types of Employee Benefits Insurance.
- Understand the key underwriting considerations in Employee Benefits Insurance.
- Know the regulations governing the marketing and sales of Employee Benefits Insurance.
- Understand the need for and benefits arising from Multi-national Pooling arrangements.
- Know the availability of voluntary and flexi-benefit/ cafeteria employee benefits plans.



▶▶▶ PROGRAMME OUTLINE

Group Employee Benefits Insurance Environment In Singapore

- The Market.
- Products.
- Insurers.
- Distribution Channels.

Regulations Governing The Marketing And Sales Of Group Employee Benefits Insurance

- Notice No: MAS 120 – Disclosure And Advisory Process Requirements For Accident And.
- Health Insurance Products.
- LIA And GIA Guidelines On Needs Based Sales Process For Group Life And Health.
- Insurance Products.
- Group Insurance Fact- Finding Form (GIFF).

General Provisions In Group Employee Benefits Insurance

- Common Contract Issues.
- Takeover Terms.
- Common Policy Terms And Conditions.
- Short term priced business.

Benefit Design, Coverage, Placement, Underwriting, Administration And Renewal Processes In Respect Of:

- Group Term Life Insurance.
- Group Critical Illness Insurance.
- Group Hospital & Surgical Insurance.
- Group Personal Accident Insurance.
- Group Long Term Disability Income Insurance.

Other Group Medical Insurance Plans

- Group Outpatient Specialist Consultation.
- Group Outpatient General Practitioner (GP) Consultation.
- Group Dental Care.
- Group Major Medical/Catastrophe Illness.
- Group Maternity.

Multi-national Pooling

- Definition.
- Pooling Networks/Partners.
- Benefits Of Pooling.
- Administration.

Voluntary And Flexi-Benefit/Cafeteria Employee Benefits Plans

- Voluntary Plans.
- Flexi-Benefits.
- Cafeteria Schemes.

Case Studies.

▶▶▶ PROGRAMME LEADER

Mr Manu Tandon

▶▶▶ PROGRAMME FEE

Full Course Fee (incl. of 8% GST): S\$819.72

Net Course Fee*: S\$319.72 (incl. of 8% GST and after 70% FTS funding) for Singapore Citizens aged 40 years old and above

Net Course Fee: S\$592.02 (incl. of 8% GST and after 30% FTS funding) for Singapore Citizens below 40 years old and Singapore Permanent Residents

*FTS funding capped at S\$500.00 per participant.

FINANCIAL TRAINING SCHEME (FTS) ELIGIBILITY CRITERIA TO PAY THE ABOVE NET FEE:

- Singapore-based Financial Institutions regulated by MAS (licensed or exempted from licensing by MAS).
- FinTech firms certified by Singapore FinTech Association.
- Only for company-sponsored individuals^[1] who are Singapore Citizens or Singapore Permanent Residents, physically based in Singapore.
- Successfully completed FTS recognised programme (including passing all relevant assessments and examinations).

[1] Individuals who attend a course in the capacity of an instructor or facilitator, e.g. presenter / speaker / panelist are not eligible for FTS funding.

Include licensed representatives such as insurance agents, financial advisers, and remisiers supported by FI principal and General insurance (GI) agents registered with the General Insurance Association's (GIA) Agent Registration Board. Self-sponsored licensed representatives or registered agents are required to provide a letter of support from his/her Financial Institution Principal when enrolling for the course.

In the event that the participant drops out halfway through the course or did not pass the assessments, SCI will take steps to claw back the course fee subsidy from the self-sponsored participant or the company that has sponsored the participant. The course fee subsidy is applicable only to participants who have fulfilled all the course requirements and passed the assessments.

Funding support for the same course / examination will be granted only once per calendar year per participant.

All fees indicated are in Singapore Dollars, unless otherwise stated.

For more information on FTS funding terms and conditions, please refer to IBF website at <https://www.ibf.org.sg/programmes/Pages/IBF-FTS.aspx>

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

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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.

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