



USHA DEEP ACADEMY OF INSURANCE & FINANCE

(Academic Division of Usha Deep Ins. & Mgt. Services P. Ltd.)

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An Accredited Learning Centre of Insurance Institute of India, Mumbai

TRAINING OF CORPORATE AGENTS / AGENTS

A. Training Requirements For Corporate Agents / Bancassurance / Agents:

- The principal officer of the applicant should be a graduate and should have received at least fifty hours of theoretical and practical training and should have passed the examination.
- The specified persons of the applicants should have passed 12th class or equivalent examination and should have received at least fifty hours of training for the specified category of life, general, health for which registration is sought. He should also have passed the examination and must hold valid certificate issued by the Authority under these regulations.
- Specified Persons and Chief Insurance Executives who are qualified and already working with a Corporate Agent duly licensed may continue to work. However, their details have to be submitted to the Authority and their certificates should be obtained.
- A Corporate Agent who intends to engage the services of a telemarketer or engage in distance marketing activities for the purpose of distribution of insurance products shall follow the instructions as laid down in Schedule VII of these regulations.
- An individual agent is required to undergo twenty-five hours mandatory training.
- The syllabus for training of agents / corporate agents has been prescribed by IRDAI and the IRDAI Agency Examination based on these courses is conducted by Insurance Institute of India, Mumbai in online mode at various centres all over the country. The present courses for this examination are as under:

Health Insurance - IC-32, Life Insurance – IC-33 and General Insurance – IC-34

B. Role of USHA DEEP in Training & Empowerment:

- Usha Deep is a leading organisation dedicated to insurance consultancy, training and skill development. Usha Deep was launched in 2005 with the objective of offering value added professional and training management services.
- Usha Deep is an Accredited Learning Centre of Insurance Institute of India, Mumbai and provide facilitation and coaching for all the professional examinations conducted by the Institute.
- We have customised training modules, study material and have prepared our own question bank on all the important subjects of life, general and health insurance.
- We have prepared training modules and guidebooks for use of corporate training departments of some of the private insurers.
- We regularly provide coaching / training to aspirants of Insurance Agency / Licentiate / Associate / Fellowship exams through our online training / exam system.
- We also provide coaching / mentoring in classroom as well as online mode to the officers / employees of PSU General Insurance Companies upto Scale IV level from all over the country to help them prepare for their promotion screening exams with outstanding results.
- We have conducted several training programmes / workshops for various private and public sector insurers for sales / customer service personnel as well as Bancassurance channels all over India.
- We have been associated with insurance distribution channels (Agents / Corporate Agents / Bancassurance / Brokers) for capacity building which has given us rich experience and expertise about various issues associated with insurance distribution activities.

- We have specialised in “Compliance, Governance and Risk Management in Insurance”. We conduct regular and in-depth study / analysis of market dynamics, regulatory changes and legal interpretation of insurance concepts / practices.
- Usha Deep is not a mere training service vendor but an organisation managed and supported by senior insurance professionals committed towards creating **professional excellence**.

C. USHA DEEP Services For Corporate Agency / Agency Channel:

We offer the following services for the Corporate Agency / Bancassurance channel to enable them to shift to the new role in shortest possible time:

- (a) **Consultancy Services** for preparation of **insurance distribution policy**, creation of delivery system and related procedures. We can also assist the corporate management in designing and implementing effective management and control systems including technology interface.
- (b) **Customised Workshops for Competency Building** for the benefit of channel managers, principal officers, supervisors, specified persons and customer service personnel associated with insurance distribution activities for briefings about the new role, product features and related processes with the long term objective of creating a distribution culture.
We have large number of experienced trainers across various locations in the country on our panel. These workshops can be conducted at any location desired by the company with the help of our panel trainers.
- (c) **Providing Mandatory Training (50 / 25 hours)** and facilitation for IRDAI Examination in online mode but with focus on quality of learning. The facility is available for all three courses i.e. Life / General / Health. Highlights of our online training platform are as under:
 - (i) On receipt of details of the candidate and training fee, online account of the candidate at www.ushadeep.com is activated. Login id, password and detailed guidelines to use the account are sent by email / SMS. The login id will be valid for the specified time.
 - (ii) Candidate can download the prescribed study course IC-32 / 33 / 34 and study the same. These books are available in English / Hindi in printable PDF format.
 - (iii) After study of the book, the candidate has to attempt chapter wise online learning modules so as to familiarise himself with the subject and understand the nature of questions that may be asked. He is expected to spend 3-4 hours per during the period of training.
 - (iii) On completion of the learning, the candidate has to attempt the online mock tests allotted to him. These tests are single attempt online exam prepared on the pattern of actual exam.
 - (iv) After completing the online test, he can view his score and ‘**Analysis**’ sheet which contains the answers given by him as well as the correct answers (**Key**). Question papers are also available for online viewing. This helps the candidate in identifying his weak areas and refresh his learning by referring to the book. This way he can improve his performance.
 - (v) The performance of the candidate is evaluated on the basis of online mock tests assigned to him. Our experience shows that the candidates who have qualified in our mock tests, have also been able to pass IRDAI exam comfortably.
 - (vi) On qualifying the online tests, the Training Completion Certificate (**TCC**) is issued and the candidate can be enrolled for IRDAI exam.
 - (vii) A dedicated helpline at our office is available on all working days. Participants can contact by phone or email for any guidance or assistance.