



COURSE: LIFE & HEALTH INSURANCE

Course Objectives:

The course provides an introduction and understanding of the concepts of Life and Disability Insurance and their applications. It examines types of policies, principles of rate-making, underwriting, marketing and claims management as well as the integration of life and health insurance into estate planning. It also looks at investment practices of Insurers and their role in the financial services field.

Course Content:

- ☐ The Life & Health Insurance Industry
- ☐ The role of Government in Insurance
- ☐ Human Life Values & Needs for Life Insurance
- ☐ Traditional & Newer Life Insurance Products
- ☐ Marketing & Distribution
- ☐ Legal Considerations
- ☐ Policy Provisions
- ☐ Premiums
- ☐ Annuities & Retirement Planning
- ☐ Beneficiaries & other Owner's Rights
- ☐ Underwriting
- ☐ Reinsurance
- ☐ Customer Service & Claims Management

The Trainer – Dr Dexter Morse

Dr. Dexter Morse has considerable insurance and reinsurance experience in all leading insurance markets. He has held senior positions in the Insurance and Reinsurance arena, most recently as Senior Legal Counsel for a leading Reinsurer where he headed up their London Market North America Claims Management Team. Dexter has lectured extensively on Insurance and Law topics internationally and regularly contributes articles to industry publications.

RISK specializes in Training and Coaching in the areas of Management, Leadership, Insurance/ Reinsurance, Risk, Fraud, Law, Claims and Intercultural Issues.

This course is offered on-site to Insurers, Reinsurers, Law Firms, Loss Adjusters, Brokers, Management and Human Resource Professionals.

Further information under: info@risk.ae