

İSTANBUL UNDERWRITING CENTER

June - September 2012

İstanbul

www.iucre.com

with the cooperation of
Chartered Insurance Institute London & Milli Re Turkey



Training Seminar Series





ABOUT IUC

IUC has been setup in January 2006 with the aim of business generation for regional insurance and reinsurance markets including life and non-life products encompassing Turkey, Middle East, North Africa, and Turkic States on all insurance related issues by creation of a common multi discipline marketplace.

IUC is;


- a GATEWAY TO THE MARKETS, unique organization with an innovative approach in the Balkans and Middle Eastern Insurance Market.
- an all-in-one solution center to provide technical, administrative, marketing, office support and assistance to insurance/ reinsurance companies as well as auxiliary entities directly and/ or indirectly involved with the insurance business.
- an event management company specially for international member companies offering trip and event organizations.

IUC offers

- a partnership provided by our strategic partners/ members to function as an additional distribution point for services
- organizations, meetings and events for our partners
- administrative services and assistance during visits and stay
- sales trainings
- special risks solutions
- Hr consultancy
- public relations for providers
- behavioral trainings
- technical trainings

IUC helps grow your business by:

- being a distribution channel for your provided services
- providing logistic support to your activities in the markets we are strong at
- presenting you to the new potential customers
- updating your market knowledge



The mission of IUC is to draw the market players, closer to each other and create a cooperative business environment with third party administrative services at international standards.

IUC Team utilize their experience and efforts to assist its members in creating a dynamic market place built on a sound platform with the belief that being in the same place creates ideas, stimulates vision, challenges the status quo, and simply lays down the tracks for a sustainable and rewarding international business.

Some of IUC Events in 2006 – 2010

- Best Re, “Takaful Reinsurance” Workshop
- Globale Re, “Run-off Management” Workshop
- Malaysian Re, “CEO Program” Workshop
- Dolphin Maritime, “General Average” Seminar
- Hudson Sky, “Aviation Insurance” Seminar
- Munich Re, “CAR/ EAR Clauses” Workshop
- Limra International, “Bankasurance and Marketing of Pension Plans” Seminar
- Yetke Surveyors, “Risk Management in Textile Plants” Seminar
- Andıç Law Firm, “Commentary of General Conditions” Workshop
- CMR Insurances Workshop
- Dolphin Maritime, “Lloyd’s Open Form” Seminar
- InsFocus “ Business Intelligence in Insurance Companies” seminar
- Tillinghast “Turkish General Insurance Market Now and After EU Accession” Seminar
- Towers Perrin, Adding Value in a fast growing competitive market
- Non-Marine Underwriting & Reinsurance Training (May 2008)
- CII Liability & Reinsurance & Marine Training Seminar Series (June 2009)
- Life Insurance & Actuarial Methods
- CII Energy and Oil & Marine Insurance & Liability Insurance & Advanced Reinsurance (June – September 2010)
- Swiss Re “The Engineering & Professional Indemnity (Re) Insurance” (September 2010)

Participant Comments about IUC International Training Seminar

- Yes, definitely I will recommend it. It is very valuable experience to get the knowledge and meet the colleagues from different countries. Organisation is perfect.
Olesya Rodionova – Lemma Joint Stock Insurance – Ukraine
- I would recommend, it is useful and helpful
Olha Mischenko – AON Ukraine
- Yes ! I would recommend to other colleagues
Jalal Mlekdiyev - AZ Insurance Company – Azerbaijan
- Well organized seminar, perfect quality would be happy to come back again
Tarik Ngadi - ARB African Reinsurance Brokers – Morocco
- I am happy ! I am very glad that I was in seminar with my colleagues.
Günel Ruhi – Standart Insurance – Azerbaijan
- It is very good organized compared to what I have attended before it was the best. I would recommend.
Mahmood Ebrahim Kadhem – Bahrain-Kuwait Insurance Company – Bahrain
- Everything is perfect. The speakers and events are very nice organized. Thank you for everything
Börte Kağan Barlasoğlu – Şeker Sigorta – Turkic Republic of Northern Cyprus
- Very good organized
Irina Likhacheva – Ingosstrakh Insurance Company – Russia
- Well done ! No objections.
Marcin Kowalski – Polish Reinsurance Company – Poland
- Yes, we will definitely send colleagues if invited next year.
Anastasia Piskunova – MAI CEE - Latvia
- Yes, I will recommend the Seminar; It was very excellent. The organization was also excellent.
Abbas Garide h – Iran Insurance Company - Iran
- Yes, I will recommend; It is useful for underwriters to understand whole picture of reinsurance, not only one topic.
Vadim Shambazov – Transsiberian Reinsurance Co. - Russia
- Yes, I will recommend; It was a very good technical training.
Muhammed Noor Sukaimi – Takaful Ikhlas Sdn Bhd - Malaysia
- Definitely I will recommend. It was very helpful in terms of technical knowledge. The organization was very good.
Tarik Brahimi – Société Centrale de Réassurance - Maroc
- Yes, I will recommend the Seminar. I learn more about Insurance. The organization was very good.
Vusal Abbasov - Azre Reinsurance - Azerbaijan
- Yes, I will recommend. It is a wonderful city, excellent training center, nice people, and valuable informations. The organization was excellent, you are in the right direction.
Mohannad Al Raisi – Oman United Insurance Co. – Sultanate of Oman
- I will strongly recommend the workshop to my colleagues and expect to see IUC organizations in other countries.
Can Erçağ – Can Insurance Co. – Northern Cyprus
- Very good teacher. I wish to continue to programme.
Mansoor Hosseini – Dana Insurance – Insurance Director
- Very good organisations which you all the best well done
Saif Al Rahbi – Royal Yacht
- There is no chance to fail to understand regardless of the difficulty of the topic.
Tural Aliyev – Pasha Insurance - Senior Reinsurance Specialist
- I certainly miss these fantastic five days in the future. I thank to all of the organisers.
Erhan Gülkökan – Republic of Turkey Undersecretariat of Treasury General Directorate of Insurance

TRAINING SEMINAR SERIES

June - September 2012

Istanbul Underwriting Center (IUC) is pleased to present Technical Training Seminar Series organized with the cooperation of Chartered Insurance Institute London (CII) and Milli Re Turkey.

This Seminar will enhance the level of analytical conducted by internationally experienced and professional lecturers, who have many years of experience in underwriting and reinsurance. The knowledge and techniques will be passed on to you through an interactive learning environment. Delegates will receive a certificate of attendance upon completion of the training.

Our workshops and training seminars are an effective way to keep abreast of recent advances in the market and to build a foundation of international best practice. They can also be customized to your organization's needs and offered in-house. IUC's workshops and training seminars will be an effective way to sharpen your analytical skills with the objective of identifying, measuring and managing risks.

These Seminars are organized with the cooperation of Chartered Insurance Institute (CII) London and participants will receive 'Completion Certificate of CII'

Professional development and learning activity are a central and ongoing part of any successful career. Keeping abreast of technical and market developments helps you perform effectively. It also satisfies regulatory obligations and the requirement for qualified CII members to keep their knowledge up-to-date

All CII material is delivered to CII Continuing Professional Development (CPD) accreditation standards and can, therefore, count towards the CII's CPD requirements for qualified members.

Please find the complete agenda included in this brochure and take advantage of this cutting-edge event. For further inquiries please call us at: +90 212 328 33 33



Date	Day	Programme	Lecturer	Special Evenings
03 June	Sunday	Registration to Pera City Suites		Welcome Cocktail at Aperativo
04 June	Monday	Advanced Liability	Steve Paterson	Dinner Invitation by IUC
08 June	Friday			
09-10 June		WEEKEND		
11 June	Monday	Technical Reinsurance	Peter Cave	Dinner Invitation by IUC
15 June	Friday			
16-17 June		WEEKEND		
18 June	Monday	Intermediate Marine	John Potter	Dinner Invitation by IUC
22 June	Friday			
23-24 June		WEEKEND		
25 June	Monday	Health & Life	Peter Maynard	Dinner Invitation by IUC
29 June	Friday			
30-01 Jure - July		WEEKEND		
03 September	Monday	Professional indemnity	Neil Park	Dinner Invitation by IUC
07 September	Friday			
08-09 September		WEEKEND		
10 September	Monday	Property insurance	Steve Paterson	Dinner Invitation by IUC
14 September	Friday			
15-16 September		WEEKEND		
17 September	Monday	Motor insurance	Roy Rodger	Dinner Invitation by IUC
21 September	Friday			
22-23 September		WEEKEND		
24 September	Monday	Construction insurance	David Barrett	Dinner Invitation by IUC
28 September	Friday			



LECTURERS |

Steve Paterson

He started to his career in 1971 at Royal Insurance - Business Trainee and Commercial Underwriter, Liverpool. PCI Compliance (Bankcards) - ensuring RSA meets the requirements of PCI Legislation involving with intergration Third Party Supplier (Netbanx) in holding credit card details Business Implementation Programme Manager responsible for the successful delivery of new AIS Infrastructure Policy System both from a new business and migration functionality seamlessly into the Commercial Operation Programme Manager responsible for the delivery of Commercial Motor EDI in RSA across 7 software houses and linking in with new I S system internally Ran successful pilot in Birmingham for RSA Enterprise (Small Business proposition) and implementation of National roll-out involving setting up 4 sites across the UK and an external award winning (Insurance Times) Customer proposition .Responsible at Board Level for bottom line and Underwriting result Property Insurance Manager and Commercial Superintendent 1990-1995 responsible for a team of 25 Underwriters.

In 1985, He was employed at Sun Alliance - Accident Insurance Manager, Liverpool.1995-2009, Royal & SunAlliance, He Managed portfolio of programmes and projects for Business Services:Consumer Credit Directive to be implemented in 2010 (June). Establishing programme structure, governance, roles and responsibilities, reporting, service stakeholder steering group. outside legal consultancy, detailed milestone plan. Budget £3.0M PCI (Payment Card Industry) Compliance. Establishing programme structure, governance, roles and responsibilities, running senior stakeholder meetings, liaising with service sponsor, UK Finance Director, establishing and co-ordinating third party suppliers Netbanx, Trustwave, IBM, ADM and Cable & Wireless. Delivery of Technology solution integrating Third Party Suppliers system with 22 RSA LOB (Line of Business systems) on three releases - Home, Motor and Pet. budget £4.5M Flexible Benefits - establishing programme structure, governance, roles and responsibilities, reporting, senior stakeholder steering group, detailed milestone plan, establishing and co-ordinating third party suppliers Watson Wyatt and SBC and delivery of Flexible Benefits website to all RSA employees involving a choice of 15 different benefits from extra holidays to NCP car parking.

Budget £2.0M. Co-ordination and reporting to service stakeholders of a range of Finance projects under the governance of Finance Change Control Board made up of Senior Finance stakeholders, covering project updates, RAG ratings, risks and issues, dependencies, costs and escalating where necessary project issues.

LECTURERS I

Peter Cave

Peter Cave started his career in reinsurance in the 1960's. A very substantial part of his career was spent as an International Reinsurance Broker, becoming a Director of Greig Fester (now part of Benfield) with specific responsibilities for the Middle East. He worked extensively with both small new operations and major international accounts.

He is now Senior Partner of The Confidence Partnership - a specialist training organization

A highly experienced lecturer, running courses for the CII, City University, International brokers and reinsurers, and many other clients world-wide over a broad range of topics - specialising in Reinsurance.

He has been Chairman of an Advanced Study Group on Proportional Treaty reinsurance for the Insurance Institute of London, Director of the CII's London Training Centre, Author of the opening chapter of Reinsurance Practice and the Law (Informa)...

Peter's aims when running any course is to make the complex - easily understandable and fun.

John Charles Potter

John is an experienced Marine insurance Consultant having worked in the marine insurance field for nearly 30 years. He has a particular interest in Goods in transit cover and was heavily involved recently in the development of the new Chartered Insurance Institute examination unit on this subject.

John provides advice and training in liability related to all matters of Marine and Cargo Freight. He spent 20 years with Aviva as a Regional Marine Manager. John has experience in both marine underwriting and business development.

Skills and experience

- Expert witness in court cases
- Has had articles published in "Freight" magazine and "Trucker"
- Constructed a set of carrying conditions
- Providing training for international students of CII course in Marine insurance.
- CII Examiner's course.

LECTURERS I

Peter Maynard

2003 to present	Co-founder and director of SelectX Ltd
2000 to 2003	Founder and principal of Two-Twenty Marketing Ltd, a strategic marketing and research consultancy
1997 to 1999	Head of Research at Swiss Re Life & Health
1990 to 1997	Head of Research at M&G Re
Pre-1990	Various underwriting management roles at M&G Re, including deputy manager of Cheltenham underwriting unit

In 1971 joined underwriting department of The Mercantile & General Reinsurance Company, a major international reinsurer subsequently absorbed by Swiss Re in 1997. From 1987 onwards held a variety of research and marketing roles before leaving Swiss Re Life & Health in 1999 to form own research and marketing consultancy. Formed SelectX Ltd with Susie Cour-Palais in 2003. At SelectX has: Acted as chief underwriting and claims manager for a major UK life company, Jointly written five underwriting manuals for six international reassurers, Developed underwriting rules engines, Become regarded as an expert in tele-underwriting, Been involved in numerous new business process re-engineering projects, Worked with life and disability insurers on all aspects of best practice for life and disability underwriting.

At Mercantile & General had extensive involvement in the development of underwriting policy for life and disability insurance, conducting research into mortality and morbidity and working with consulting medical officers of international standing. His work formed the basis of life and health insurance underwriting policy adopted by the majority of companies in the UK market and many in overseas markets.



LECTURERS II

Neil Park

Neil Park is a business trainer and consultant working inside and outside of the insurance and risk management industry. In his training and consultancy role Neil works with major insurance companies and brokers primarily in the London Market as well as lecturing on behalf of the Chartered Insurance Institute. He delivers a range of courses in risk financing and insurance particularly focusing on liability risks including Professional Indemnity and Directors and Officers Liability as well as providing training in risk management. He also trains in business and communication skills and has delivered training to executives of both commercial and government organisations as well as for Birkbeck College, University of London. Neil draws on his seventeen years of experience managing major client relationships and leading broking teams in the London and North American insurance markets.

Whilst in North America, he advised a Big 4 accountancy firm on the financing and management of their Professional Indemnity risk. In the London Market he acted as a broker, account executive and account director for Willis Limited and specialised in advising U.K. multinational firms on their risk financing and risk management requirements. He advised clients in a range of industries including telecommunications, retail, professional and financial services.

He also assumed a project leadership role managing various projects including company conferences, the establishment of a captive consultancy service line and led the project which embedded project management disciplines throughout the broking operation. Neil graduated in Economics at St Catharines College, Cambridge and is a Fellow of the Chartered Insurance Institute. He has also recently completed his Masters in Business Administration after completing his research project on the marketing strategies of corporate insurance brokers.

LECTURERS II

Roy Rodger

Roy acknowledged within the Motor Insurance Market as a technical expert, managed and controlled the motor accounts of one of the United Kingdom's largest Motor Insurers, chairman and influential member of market working groups and committees, skilled and effective trainer/consultant in the UK and abroad, excellent communicator, FCII.

Sep 1999 to May 2000-Motor Insurance Database (MID) Project Officer This programme will eventually encompass the Motor Insurance records of all UK Motor Insurers and Delegated Authority Schemes

Main roles: negotiating with Insurers over providing details of their accounts, analysis of these details for MID purposes, ensuring compliance with DPR regulations, arranging and running trouble-shooting seminars/workshops for Insurers and Delegated Authority Schemes, negotiating with Police and MIB over the use of MID

Jun 1999 to date-Technical Insurance - Consultancy and Training Since June 1999, as well as acting as Project Officer for MID, he has also been heavily involved with training and consultancy work for some of UK's largest Motor Insurers.

For BIBA and CII he has presented a number of training courses and workshops- here is a selection of my subjects:- Compulsory Motor Insurance such as Policy Cover, Interpretation of Policy Wordings, Fleets, Motor Trade

How Insurance is sold in the UK, Vehicle Groupings, Vehicle Security Overseas Assignments Through ABI and CII, he has been invited by overseas governments to advise and train the local Insurance Market on the introduction of Compulsory Motor Insurance. I have extensive experience of delivering motor training across Europe

PREVIOUS ACHIEVEMENTS

June 1999 -retired from Royal and Sun Alliance after 35 years in the Insurance Industry

1996 to 1999-RSA's Technical Reference Point for all issues relating to Motor Insurance

This included; Claims Indemnity Referrals, Police enquiries and court appearances, Policy wordings – drafting and interpretation, MIB issues, RSA representative on ABI Group Rating Panel, Audit training.

This role also included managing and delivering a motor technical training programme throughout the RSA's locations to a large number of young and inexperienced staff

Prior to the merger, I was Senior Underwriting Controller at Royal Insurance in Liverpool

he was responsible for the management of the various motor accounts – Personal Lines, Fleet, Motor Trade, CV. This included pricing, product development, policy wording, legal issues, vehicle groupings and vehicle security.



LECTURERS II

David Barrett

David started his career in Reed Stenhouse, Croydon in 1973. Reed Stenhouse were an entirely commercial insurance broker at one time rising to become the 5th largest in the world. When he left he was responsible for the day to day running of one of the two units in the Croydon office. He supervised up to ten staff on a unit handling major accounts such as Rio Tinto Zinc as well as large local businesses such as Grant Brothers Ltd (at the time Croydon's equivalent to Harrods). In 1984 he joined Anchor, the in-house insurance brokers of Marley Tiles Plc, in order to run a new shop front branch office in Dorking. In 1986 Anchor closed all its four branches and the business was operated from the head office in Tunbridge Wells. He became the Director responsible for all non-Marley commercial insurance business. He started the business in 1987 with an equal (50% ownership) partner but the business was divided in two and they went their separate ways in 1991. His wife became a non-executive partner with 5% of the business at that time, his own share increasing to 95%. He continued running the, GISC registered, business until December last year when he sold it to Hamilton Fraser Insurance Solutions. He has delivered courses on Business Interruption, Commercial Property Packages, Contract Works, Contractors Liability, Directors & Officers, Household, Liability, Private Motor, Motor Fleet, Professional Indemnity, and Property Owners at Introductory & Intermediate Levels on behalf of BIBA, Helix, Axa Training Clubs, Giles Insurance Brokers, Higos, Jardine Lloyd Thompson, Towergate and the CII. He has also delivered examination revision days for the CII. He has also authored and second authored various distance learning courses for the Searchlight Tick programme and Axa Campus.



ADVANCED LIABILITY

Description of Course:

This course is an intensive and highly interactive course designed to provide in depth knowledge of this class of business. Using a mixture of lectures and practical exercises, delegates develop solutions to some of the more complex issues that arise today in the liability insurance market and then discuss the effects of the solutions they propose.

At the end of the course you will have:

- Developed an in depth understanding of the issues surrounding the underwriting and claims of liability risks.
- Gained an awareness of recent important cases
- Gained up to date knowledge of new and pending legislation.

Audience:

This course is aimed towards those with significant underwriting experience who wish to develop and update their understanding of market issues and their knowledge of liability underwriting and claims.

Outline:

This course aims to cover the following points:

- Recent legal developments affecting liability insurance generally
- Recent legal developments affecting assessment of damages awarded and claims estimating.
- Developments in liability insurance policy covers.
- Pollution and environmental liabilities.
- Developments in underwriting and rating
- Current problem areas for insurers, brokers and their clients.
- International developments.

NOTE: The nature of this course means that the content is likely to vary.



The Technical Reinsurance Processes

The Placing Process

- The Documentation Process
- The placing process
- Brokers & their Role
- The international RI Market place – including;

London Lloyd's,

- what is it – how does it operate – how is it rated
- Equitas Companies

Other major markets

- Europe - Asia - US - Bermuda

A Brief Look at The Reinsurance Picture

- What fits where?
- a look at all the core reinsurance products

Reinsurance Accounts and Claims

Proportional Treaty

- Accounting Period Terminology
- Calendar Year
- Revenue Year
- Treaty Year
- Underwriting Year
- Accounts Year
- Accident Year

· Premium Base

- OGR (Original Gross Rate)
- ONR (Original Net Rate)

- Premium Portfolios

Review Of The Different Types e.g. Pro-Rata, 1/8ths, 1/24ths, 50%, etc.

- Loss Portfolio
- Understanding The Terminology
- UPR (Unearned Premium Reserve Provision)
- OLR (Outstanding Loss Reserve Provision)
- Basic Methods Of Accounts
- Underwriting Year vs Clean-Cut and variations in between
- Financial Deposits
- Premium Reserve Deposits
- Loss Reserve Deposits
- Letters Of Credit (LOC)

Non-Proportional Treaty

- Period Of Cover
- Premium Calculations
- Burning Cost

- Adjustable Rate
- Flat Premium
- Reinstatements
- Other Types Of Reinsurance Accounted Differently
- Stop Loss
- Retrocession
- Index clause
- Interlocking clause
- Currency fluctuation clause

Commutation

Who might do it ?

When might it be considered ?

How might be successfully achieved

Facultative Reinsurance and Documentation

- As original
- Back to back
- Certificates

Treaty Documentation and Contract Certainty

- Basic Issues in checking &/or drafting Treaty Wordings – Standards, Consistency
- The Importance of a professional Slip/Contract
- **Treaty Wordings (Non-Proportional)**
- Purpose and implications of various clauses In a typical Property Non-Proportional Treaty Including
- Operative Clause - Ultimate Net Loss
- Period Of The Agreement - Net Retained Lines
- Cover And Deductible - Hours Clause
- Premium - Other Relevant Clauses
- Other Specific Issues
- Cut Through Clause - Interlocking Clause
- Liquidation Clause - Security Downgrade
- Follow The Settlements Clause - Jurisdiction and Law
- Currency Fluctuation Clause - Cancellation Clause

Treaty Wordings (Proportional)

- Purpose and implications of various clauses In a typical Property Proportional Treaty Including
- Operative Clause
- Period of the Agreement
- Premium, Commission and Profit Commission
- Submission of Accounts
- Claims Notification Procedure
- Other Relevant Clauses



INTERMEDIATE MARINE

Description of Course:

This course explains the main methods of cargo shipment and the documents used in international trade. It also examines the main areas of loss prevention. The course includes some practical exercises

Audience:

This course is aimed at anyone working within this area or who has interest in it

Outline:

The course will cover;

- Marine law and the law of sale of goods
- Cargo underwriting
- Key Clauses
- Cargo loss prevention
- Cargo claims

Use of experts within the insurance process



HEALTH & LIFE

Course aims:

The course is designed to improve technical, medical and background knowledge of underwriting and claims practitioners who have some, but limited, experience. This course IS NOT delivered by medical staff and IS NOT designed to cover extensive medical information but is intended to help delegates understand the practical implications of certain medical conditions.

Course benefits:

- A deeper understanding of some important medical conditions;
- An understanding of non-medical issues;
- An appreciation of the role of underwriting and claims as part of risk management overall;
- For underwriters – improved knowledge of the claims process;
- For claims technicians – improved knowledge of underwriting and medical conditions.


Who should attend?

Underwriters and claims technicians with between 1 – 3 years experience

Content

1. Underwriting theory

- Basis of the numerical rating system
- Relationship between mortality ratios and excess death rates
- Tailoring ratings to the nature and shape of the risk
- Why evidence-based ratings are increasingly important and how they are derived.



2. Medical underwriting

A basic description (including investigations and treatment), risk evaluation factors and rating guidelines for the following conditions;

- Coronary heart disease
- Diabetes (Including possible complications)
- Cardiovascular risk factors
- Hepatitis (Including epidemiology and serology)
- Malignancies
- Other medical related issues.

3. Wider underwriting issues

- Regulation
- Discrimination
- Non-disclosure
- Identifying suspicious cases
- Action required at underwriting and claim
- Other actions and preventative measures
- Holistic risk assessment
- Avoiding moral hazard, including fraud
- Money laundering
- Underwriting options and actions.

4. Claims

- Routine checks – proof of age, premiums up to date, insured event covered etc
- Liability to pay and ability to pay
- Anti-fraud measures
- Use and review of medical reports
- Claim process from the claimant's viewpoint.

5. Risk management

- The bigger risk management picture
- The factors that go into product pricing
- Underwriting philosophy
- Claims philosophy
- Collection, analysis and use of management information
- Auditing, self audit and reassure audit
- The control cycle.



PROFESSIONAL INDEMNITY

Description of Course:

This is a one day course with half a day on Professional Indemnity insurance and half a day on Directors & Officers Liability insurance.

This is an introductory level course designed for staff new to Professional Indemnity and Directors & Officers Liability.

Audience:

Aimed at delegates who are new to Professional Indemnity and Directors & Officers Liability insurance.

Outline:

At the end of the workshop delegates will be able to:

Professional Indemnity

- Describe what types of organisation have a Professional Indemnity exposure
- Outline some typical Professional Indemnity claims
- Explain why professionals buy Professional Indemnity insurance
- Describe the key components of a Professional Indemnity policy
- Outline the key underwriting considerations for Professional Indemnity insurance
- Describe how Professional Indemnity claims are handled

Directors & Officers Liability

- Explain the duties and liabilities of Directors & Officers in the U.K. and how they may differ in other jurisdictions
- Outline typical claims which can be made against directors and officers
- Explain the benefits of Directors & Officers coverage to both directors and the company
- Describe the key components of a Directors & Officers Liability policy
- Outline the key underwriting considerations for Directors & Officers Liability insurance
- Describe the key considerations in handling a Directors & Officers Liability claim



PROPERTY COURSE

Description of Course:

This course looks at managing property portfolios and the factors that influence pricing, claims and measuring loss

Audience:

This course is aimed at those in supervisory roles or dealing with more complex claims/accounts. It looks at how to ensure accurate pricing of property business and reduce loss exposure.

Outline:

The course will cover:

Measurement of property risk.

- Why we need to do this
- Burning and other costs
- Reserving
- Change over time
- Statistical methods
- Frequency / severity

Features of risk

- Hazardous building construction
- The importance of how a property is managed
- Hazardous materials
 - Flammable liquids and gases
 - Stored goods

Risk improvement

Estimating maximum loss.

- Why we need to do this
- Different definitions of Maximum loss and what they mean.
- ABI definition of EML
- Worked examples

MOTOR INSURANCE (INTERMEDIATE)

Benefits

At the end of the course you will:

- Gain an understanding of the principal statutes and regulations that affect motor claims handling, including relevant EU Directives
- Understand the pertinent case law
- Recognise the effect of statutes, case law, etc, on insurance principles, and the approach to claims handling
- Be aware of the more common motor liability situations, and the current case law which may assist in determining liability
- Gained a knowledge of the different types of motor policy available
- Obtained an understanding of the insurance principles which guide the creation of conditions, exclusions, etc, found within most types of motor policy
- Understood the fundamental differences between personal and commercial motor policies.

Course

This course explains the basic structure of motor policies, looking principally at the private motor policy, but also highlighting the difference with other types of policy, including commercial motor, fleet, motorcycle, and non-standard wordings

Who should attend?

Those who require a more thorough understanding of the legal issues affecting motor insurance.

Programme

Principles of insurance

- Private motor policies: structure and basis
- Commercial policies outline, including commercial motor, fleet motor trade, motor cycle, etc
- Recent revisions following the introduction of the latest legislative changes.
- Road Traffic Act 1988, EU directives and associated regulations
- Corporate Manslaughter Act 2007 and Road Safety Act 2006
- Insurance principles
- RTA insurer, Article 75 insurer and Motor Insurance Bureau claims
- Avoidance, declinature of indemnity
- Law Reform (Contributory Negligence) Act 1945
- Accidents at cross roads, T junctions, negligently parked vehicles, overtaking and queue jumping.



CONSTRUCTION INSURANCE

Description of Course:

This course aims to:

- Show an awareness of contract works insurance and the various ways insurers provide the cover
- Demonstrate an awareness of the content of the insurance clauses within the JCT contract and an understanding of the difference between contractual obligations and insurance requirements
- Show an awareness of the standard structure and content of contract works and contractors liability insurance policies and the optional extras usually available
- Demonstrate an awareness of the underwriting process and the information insurers require to assess and price risks

Audience:

This interactive workshop has been pitched at a level to be suitable for those who are relatively new to the subject

Prerequisite:

Whilst no previous contract work experience is required a good grounding in the basics of commercial property and liability insurance should still be regarded as a pre-requisite.

Outline:

Subject Matter:

- Need for separate insurance
- Risks/property insured
- Ways cover can be arranged
- Parties and terminology

Contact Conditions:

- Parties involved
- JCT Standard form of contract
- Contractual obligation
- Insurance requirements
- Contract works, liability, plant

Policy Cover – Contract Works

- Usual cover
- Exclusions and extensions
- Common alternatives

Policy Cover – Liability

- Usual cover
- Exclusions and extensions

Placing and Rating Risks

- Key insurer information needs
- Underwriting features
- Risk management
- Contract works pricing Testing (optional)

ISTANBUL UNDERWRITING CENTER

June - September 2012

Training Registration Form

to: Ms. Muge Horasan, IUC
Sun Plaza, Dereboyu Cad. No: 24 Kat:1, 34398 Maslak - Istanbul / TURKEY Tel: +90 212 328 3333 Fax: +90 212 328 3227
e-mail: muge.horasan@iucire.com

PERSONAL PARTICULARS

Name: Mr/Mrs/Ms/Dr/Prof _____
First Name: _____ Last Name/ Surname: _____
Job Title _____
Company _____
Address _____
Tel : (_____) _____
Fax : (_____) _____
e-mail: _____

I will participate below seminars;

- Advanced Liability
Participation Fee 950 Euro + 18 % VAT
- Technical Reinsurance
Participation Fee 950 Euro + 18 % VAT
- Intermediate Marine
Participation Fee 950 Euro + 18 % VAT
- Health & Life
Participation Fee 950 Euro + 18 % VAT
- Professional Indemnity
Participation Fee 950 Euro + 18 % VAT
- Property Insurance
Participation Fee 950 Euro + 18 % VAT
- Motor Insurance
Participation Fee 950 Euro + 18 % VAT
- Construction Insurance
Participation Fee 950 Euro + 18 % VAT

Participants will receive 10 % discount from the total price if they participate to 2 trainings and 15 % discount if they participate to more trainings.

Hotel Reservation Form

Pera City Suites

Istanbul
www.percitysuites.com

- Junior Suite (Bed + Breakfast + VAT) 115 Euro
- Exclusive Suite (Bed + Breakfast + VAT) 135 Euro

These are special prices for Istanbul Underwriting Center
Transfer from hotel to training center will be provided by
Istanbul Underwriting Center and is included in the fee

Terms & Conditions

Check-In Time:

Check-in time is at 1400 hours on the day of arrival. We are unable to guarantee any early arrivals unless arrangements have been made to pre-block for one night earlier, chargeable at the rate mentioned in the contract.

Check-Out Time:

Check-out time is at 1200 hours on the day of departure. Any request for check-out later than 1200 hours on the day of departure is subject to room availability. For any check-out after 1800 hours, a one-night room rate would apply.

For any cancellation after 2009, or no-show on the day of arrival, a one-night room rate will be charged to the credit card given.

PAYMENT:

- Telegraphic / wire transfer to the following account. Account holder IUC Risk Yönetimi ve Danışmanlık A.Ş.
FINANSBANK MASLAK BRANCH EURO (Account No: 0013546965 IBAN No: TR69 0011 1000 0000 0013 5469 65)
- Please debit the sum of Euro for training fee from my
 - mastercard
 - visa

Card Holder's name: _____
Card No.: _____
Expire Date : _____ (mm-yy) total amount: Euro _____
Signature _____ date _____