

Dear Sir/Madam,

Greetings from Academy of Learning Limited.

Hope this email finds you well. We are delighted to offer you a 2-day long Training on "Health Microinsurance: Getting started" on 26-27 February, 2019 at Academy of Learning Ltd., 115, Kazi Nazrul Islam Avenue, Bangla Motor, Dhaka-1000, Bangladesh. Please find the programme details as below:

Training on

Health Microinsurance: Getting started



Overview

Health insurance mitigates financial risk due to illness. It contains specific features which distinguish it from other insurance product lines, and which add complexity. This training will provide Microinsurance practitioners (insurers and distribution partners) with knowledge and insight about factors applicable to the process of developing and launching simple health microinsurance (HMI) programmes and selecting and working with partners to deliver those HMI products.



Who could benefit from the training

- ▶ Insurers and distribution channels serving low income households in developing countries.
- ▶ Practitioners interested to develop, launch and improve simple HMI products and/or value added services.
- ▶ Individuals who are expected to play a role in the development and operation of HMI.

Methodology

This training uses minimal lectures and will leverage case studies, small group work discussions and exercises for experiential learning of the concepts and principles of developing simple HMI products



Training Objectives

By the end of this course, participants will be able to:

- ▶ Articulate a foundational understanding of main elements of private sponsored health insurance.
- ▶ Describe key concepts underlying the design of health insurance products which target low income households (also known as health micro-insurance, or HMI), and which influence product performance in terms of client value and business viability.
- ▶ Identify at least 3 potential benefits of HMI from the client perspective using the PACE client value framework.
- ▶ Recognize at least 3 main challenges that have confronted HMI schemes in similar settings, along with 3 approaches to overcome these challenges.
- ▶ Identify specific challenges and opportunities for programs and initiatives of their own organizations

Resource Person



Pranav Prashad
Senior Technical Officer

Pranav is a technical lead on agriculture insurance, alternative distribution and mobile services. He is also the focal point for market development in Asia.

Pranav has more than two decades of experience in insurance and business management. He has initiated and taken to scale agriculture and health insurance projects amongst low income households in India, utilizing a diverse set of distribution channels and enabling the projects with technology.

Pranav holds an MBA from the Faculty of Management Studies and a bachelor's honours degree in Economics, both from Delhi University, India

Thanking you.

With warm regards,

Managing Director
Academy of Learning Limited.