



DATE: 26 JULY, 2023

TIME: 10:00AM – 5:00PM

REGULATORY FRAMEWORK ON BANCASSURANCE- COMPLIANCE OF CORPORATE INSURANCE AGENTS REGULATIONS, 2020

Training Mode

Online

CONTENTS

- Overview and scope of Bancassurance in the context of Pakistan market
- Overview of Corporate Insurance Agents Regulations, 2020
- Remuneration structure for the banks under each selling model
- Bancassurance models allowed under the existing Regulatory Framework
- Bank and Insurance Company Relationship
- Alignment of interests of insurance company and bank
- Selling issues and mitigating measures prescribed under regulatory framework
- Code of conduct for the bank in the capacity of corporate insurance agent
- Code of conduct for the bank insurance executive and specified persons
 - ◊ Suitable product mix
 - ◊ Minimum allocations
- Challenges and approaches in Marketing Insurance under Digitization
 - ◊ Use of technology to leverage cross-selling opportunities
 - ◊ Bancassurance Documentation
- Protection products
- Savings and investment products including unit linked products
 - ◊ Conduct issues of Sales Teams and mitigating measures



FEE:
PKR 10,000
(Plus Tax)

FACILITATOR

MS. SABAHAH UL AIN,
Deputy Director, SECP



LAST DATE: 21 JULY, 2023



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