

Introduction to High Net Worth Household Insurance

Duration: 1 Day

About the course

This course provides valuable background knowledge into high net worth insurance, which will help delegates make the most out the promotion and selling of high net worth products.

Delegates also learn about general high net worth risks, the types of cover available, risk management, claims and customer care.

Who should attend?

This course has been designed for delegates with previous or ongoing involvement in high net worth insurance or understand the fundamentals of household insurance, i.e. cover, underwriting principles, claims handling etc who wish to extend their knowledge.

Course content

Delegates who successfully complete this workshop will be able to demonstrate the following competencies:

- utilise marketing initiatives to maximise sales opportunities
- understand the importance of correct sums insured and cover
- appreciate the concept of risk and, specifically, its application to the provision of High Net Worth insurance
- understand and compare the standard policy covers, conditions and exclusions
- study, compare and contrast the “High Net Worth” policy covers, conditions and exclusions
- understand the concept of “risk management” and its application
- appreciate the importance of satisfactory claims’ settlement and explore methods by which this may be achieved
- consider practical claims issues
- explore the implications of fraud and strategies for reduction
- appreciate the importance of customer care in all aspects