

Tier 1 Insurance Broking Workshops Diploma Block 1

2012 DATES

- ◆ Brisbane (NEW) 6 February
- ◆ Perth 16 April
- ◆ Sydney 7 June
- ◆ Melbourne 23 July
- ◆ Adelaide/Tasmania (NEW)
- *Pending expressions of interest

Tier 1 Insurance Broking Workshops

The fastest way for students to attain Tier 1 compliance.

Workshops

Are held over four days, the course content is covered by our expert NIBA trainers and students are provided with high quality course materials.

Workshops

Enable maximum skills and knowledge obtained in the minimum amount of time.

After the workshop

Students complete knowledge quizzes and written assignments online. This allows completion of ASIC Tier 1 compliance in less than seven weeks.

Students

Can also enrol in a complimentary eLearning soft skills program.

The Workshop covers the core insurance broking skills required for ASIC Tier 1 accreditation as an Insurance Broker. The focus is on retail insurance in the general broking area.

Essential Knowledge for Insurance Brokers

Covers an overview of the industry risk insurance products knowledge and insurance and other legislation impacting the broking role.

Insurance Advice Skills

Covers the full range of Tier 1 advice skills from the initial client contact through to delivering personal advice and completing the insurance transaction. The focus is life or general Insurance policies for retail clients.

Insurance Broking Advice Services

Covers the specialist advice skills required of insurance brokers including risk assessment, managing insurance program changes and monitoring client risk and service needs.

Enrolment fees: \$1700 NIBA members | \$2100 non-members

NIBA College only accepts enrolments from those that have gained employment in a brokerage or have a mentor within a brokerage. This is due to the need to access workplace files for assessment activities and assignments.

NIBA College of Insurance and Risk Professionals – a division of the National Insurance Brokers Association of Australia ABN 940 060 938 49
Level 18, 111 Pacific Highway, North Sydney NSW 2060 Telephone: +61 2 9459 4300 Facsimile: +61 2 9925 0123 www.nibacollege.com.au

*For further information or to register your interest, please contact Rosanna Verde,
Qualifications Advisor on (02) 9459 4307 or email qualifications@nibacollege.com.au*

***Already Tier 1 compliant and want to complete your Diploma?
Register your interest for Diploma Block 2 Workshops starting 2012****

2012 DATES

- ◆ Sydney—Early March
- ◆ Melbourne—Mid May

**Additional workshops pending expressions of interest*

Tier 1 Insurance Broking Workshops

Like the Tier 1 Workshops, the time to finish the Diploma can be greatly reduced and participants benefit from the learning opportunities provided in the classroom setting.

Workshops

The five day Insurance Broking Practice Workshop cover more advanced broking skills and knowledge the Diploma Block 2 modules and is a little longer because are covered.

After the workshop

Students complete knowledge quizzes and written assignments online.

Students

Can also enrol in a complimentary eLearning soft skills program.

This Workshop takes the broker from Tier 1 to the level of a fully competent insurance broker dealing with complex clients and risk situations, particularly in the commercial and wholesale area.

Students cover the following three study modules:

Client Services for Insurance Brokers

This module covers the skills to develop a professional client relationship which takes account of the industry guidelines and ethical standards relating to the broking role.

Managing Complex Clients

This module covers the skills to manage clients with significant risks and to assess and negotiate complex risk portfolios at renewal. There is also a focus on dealing with negotiating complex claims settlements for clients.

Research and Presentation Skills

This module covers the skills needed to undertake research relevant to your clients and business, and to analyse and present information and data in a relevant and effective way.

Enrolment fees: \$3000 NIBA members | \$3700 non-members

**Enrolments will be taken in the following order: NIBA students who have completed Tier 1 Workshop, NIBA students who have completed Tier 1 short course, students who have completed Tier 1 through another Registered Training Organisation.*

NIBA College of Insurance and Risk Professionals – a division of the National Insurance Brokers Association of Australia ABN 940 060 938 49
Level 18, 111 Pacific Highway, North Sydney NSW 2060 Telephone: +61 2 9459 4300 Facsimile: +61 2 9925 0123 www.nibacollege.com.au

***For further information or to register your interest, please contact Rosanna Verde,
Qualifications Advisor on (02) 9459 4307 or email qualifications@nibacollege.com.au***