

---

# *Reinsurance & Insurance Technical Training Programme*

---

Insurance  
Institute of  
Ireland

advancing your career

The Insurance Institute of Ireland is delighted to announce the launch of the 2011 Reinsurance & Insurance Technical Training Programme in conjunction with DIMA. The programme covers a wide range of topics providing up to date information to insurance practitioners on many aspects of the reinsurance and insurance sectors.



To book your place, please register online at [www.iii.ie/events](http://www.iii.ie/events). If you have any queries please contact a member of the Events Team on **01 645 6666**.

## SAVINGS WITH OUR REINSURANCE & INSURANCE TECHNICAL TRAINING PROGRAMME

Season Tickets are available for specific programmes only. Valid for a calendar year, this ticket gives unlimited attendance to courses throughout the year.

### **30 Hour Training Ticket €1,530.00**

You can send any number of staff to a particular course or a selection of courses to a maximum total usage of 30 hours.

30 Hour Brochure Price €2,075.00

Season Ticket €1,530.00

**Saving €545.00**

### **50 Hour Training Ticket €1,965.00**

To facilitate the needs of medium sized companies we have introduced a 50 hour season ticket at a cost of €1,965.00.

50 Hour Brochure Price €3,320.00

Season Ticket €1,965.00

**Saving €1,355.00**

### **100 Hour Season Ticket €3,750.00**

For the larger company with a number of employees this ticket is for you. 100 hours of training will allow you to provide training for staff in a cost effective manner.

100 Hour Brochure Price €7,055.00

Season Ticket €3,750.00

**Saving €3,305.00**

## ***Contents***

---

Introduction to Reinsurance **3**

Contract Wording **4**

Regulatory Returns for Reinsurance Companies **5**

Technical Aspects of Life Reinsurance **6**

Intermediate Reinsurance **7**

Introduction to Insurance Company Accounts **8**

Introduction to Liability Insurance **9**

Technical Reinsurance Accounts **10**

How to book a place **11**

Terms and Conditions **12**


---

# Introduction to Reinsurance

## Two Day Course



**Location:** Duke House, Level 3, Duke Lane, Dublin 2

Lecture	Speaker	Rates	Dates	Time
<p><b>Audience</b> The programme is designed for new recruits to the reinsurance market and personnel for whom a fundamental knowledge of reinsurance would be appropriate.</p> <p><b>Overview</b> Reinsurance (and retrocession) is essential to the well being of the vast majority of all insurers (and reinsurers) and yet virtually no one outside of the business has heard of it, let alone knows how it works. This course is specifically designed not only to help attendees understand what reinsurance is and how it operates, but also its importance to organisations operating in the risk transfer market place.</p> <p><b>Specific Objectives</b></p> <ul style="list-style-type: none"> <li>To ensure that the importance and impact of "Reinsurance" is fully understood;</li> <li>To offer a clear, simple explanation of the core products and how they interact;</li> <li>To make reinsurance seem exciting and fun.</li> </ul>	<p><b>Peter Cave</b> FCII</p>	<p>DIMA €714.00</p> <p>III Member €727.00</p> <p>III Non-Member €894.00</p>	<p>Tuesday 12th April &amp; Wednesday 13th April</p> <p>Monday 26th September &amp; Tuesday 27th September</p> <p>Monday 24th October &amp; Tuesday 25th October</p>	<p>9.00am – 4.45pm</p>
 <p><i>Professional Standards Advisory Board-General Insurance has awarded 8 Hours Formal CPD per course for CIPs and for CPD Members of The Insurance Institute of Ireland. ACII/FCII: This event can be used as part of your Chartered Insurance Institute (CII) CPD scheme requirement should you consider the content relevant to your development needs.</i></p>				

# Contract Wording

## Full Day Course



Location: Duke House, Level 3, Duke Lane, Dublin 2

Lecture	Speaker	Rates	Dates	Time
<p><b>What You Need To Know About Treaty Placement Documentation</b></p> <p><b>Programme Highlight</b> This is an intensive review of the core clauses that should be present in a typical Non-Marine Treaty, whether X/L or proportional. Through the presentation, exercises and discussions attendees will acquire very practical knowledge of the clauses to look for and why.</p> <p><b>Benefits</b> By the end of the programme, attendees will be able to;</p> <ul style="list-style-type: none"><li>List the core clauses and understand their purposes.</li><li>Apply relevant knowledge and skills to confidently and accurately check the core component parts of Proportional and Non-Proportional Treaty documentation</li></ul> <p><b>Programme Outline</b></p> <ul style="list-style-type: none"><li>The importance of contract certainty at placement time</li><li>The impact of Law and jurisdiction</li><li>What clauses should be found in a 21st C reinsurance placement, and why</li><li>An explanation of all core (and a few less core) clauses</li></ul>	<p><b>Peter Cave</b> <i>FCII</i></p>	<p>DIMA €415.00</p> <p>III Member €436.00</p> <p>III Non-Member €545.00</p>	<p>Thursday 14th April</p>	<p>9.00am – 4.45pm</p>

# Regulatory Returns for Reinsurance Companies

## Half Day Course



**Location:** Duke House, Level 3, Duke Lane, Dublin 2

Lecture	Speaker	Rates	Dates	Time
<p><b>Audience</b> The course is to facilitate an understanding of the legislative background to Reinsurance Returns to be submitted to the Financial Regulator and assist anyone responsible for preparing a reinsurers first return.</p> <p><b>Explanation of the applicable legislation</b></p> <ul style="list-style-type: none"> <li>• Background and approach of Directive</li> <li>• Companies affected and exemptions</li> <li>• Definition of 'Captive'</li> <li>• Special Purpose Reinsurance Vehicles (SPRVs)</li> <li>• Finite Reinsurance activities</li> <li>• Transitional compliance submissions</li> <li>• Compliance requirements</li> </ul> <p><b>Discussion of guidance on</b></p> <ul style="list-style-type: none"> <li>• Gross/net technical provisions, Retrocessions</li> <li>• Technical provisions requirements</li> <li>• Equalisation reserves</li> <li>• Admissible asset rules</li> <li>• Solvency calculation of life and non-life</li> </ul> <p><b>Certification</b></p> <ul style="list-style-type: none"> <li>• Statement of Actuarial Opinion</li> <li>• Directors' certificate</li> <li>• Audit requirement</li> </ul> <p><b>Other requirements</b></p> <ul style="list-style-type: none"> <li>• Reinsurers in cessation</li> <li>• Duties of auditors</li> <li>• Relations involving third countries</li> </ul>	<p><b>Dargan FitzGerald</b> Partner, Ernst &amp; Young</p>	<p>DIMA €217.50</p> <p>III Member €217.50</p> <p>III Non-Member €274.00</p>	<p>Wednesday 18th May</p>	<p>9.00am – 1.00pm</p>

# Technical Aspects of Life Reinsurance

## Full Day Course



**Location:** Duke House, Level 3, Duke Lane, Dublin 2

Lecture	Speaker	Rates	Dates	Time
<p><b>Audience</b> The course can be a useful guide for those working in life reinsurance to give a broader understanding of the accounting, actuarial and regulatory aspects of life reinsurance.</p> <p><b>Overview</b> The purpose of the course is to give a detailed introduction to the technical aspects of life reinsurance business with a focus on accounting, actuarial and regulatory issues. The course would be mindful of the types of life reinsurance business being written in Ireland so that participants get the most from the session.</p> <p><b>Outlining</b></p> <ul style="list-style-type: none"><li>• Introduction to Life reinsurance</li><li>• Life reinsurance methods</li><li>• Life reinsurance treaty</li><li>• Accounting issues</li><li>• Regulatory issues</li></ul>	<p><b>Brian Morrissey</b> Director, KPMG</p>	<p>DIMA €415.00</p> <p>III Member €436.00</p> <p>III Non-Member €545.00</p>	<p>Thursday 15th September</p>	<p>9.00am – 4.45pm</p>

# Intermediate Reinsurance

## Three Day Course



**Location:** Duke House, Level 3, Duke Lane, Dublin 2

Lecture	Speaker	Rates	Dates	Time
<p><b>Audience</b> The programme is designed for those who have attended previous Insurance Institute of Ireland reinsurance courses and those actively involved in reinsurance buying, selling or placing where an understanding of the varying reinsurance techniques is necessary.</p> <p><b>Overview</b> A three day interactive course involving a detailed look at the purposes of each type of reinsurance and how they operate – with particular consideration of pricing and the “cost” of reinsurance.</p> <p><b>Specific Objectives</b> To ensure that the purposes and operation of the specific reinsurance methodologies are clear. To ensure that the inter-relationship between all styles of reinsurance is firmly understood.</p>	<p><b>Peter Cave</b> <i>FCII</i></p>	<p>DIMA €1062.00</p> <p>III Member €1091.00</p> <p>III Non-Member €1309.00</p>	<p>Wednesday 28th September</p> <p>&amp;</p> <p>Thursday 29th September</p> <p>&amp;</p> <p>Friday 30th September</p>	<p>9.00am – 4.45pm</p>

# Introduction to Insurance Company Accounts

Full Day Course



**Location:** Duke House, Level 3, Duke Lane, Dublin 2


Lecture	Speaker	Rates	Dates	Time
<p><b>Audience</b> The programme is designed for all those who would benefit from clear, simple explanations &amp; illustrations of company financial reporting including financial statements prepared in accordance with International Accounting Standards.</p> <p><b>Overview</b> The course will cover the following topics;</p> <p><b>The framework that underlie the preparation and presentation of financial statements</b></p> <ul style="list-style-type: none"> <li>Objective of financial statements</li> <li>Underlying assumptions (e.g. accruals, going concern)</li> <li>Understanding qualitative characteristics useful to users (e.g. reliability)</li> <li>True and fair view/fair presentation concept</li> </ul> <p><b>An understanding of the elements of the financial statements</b></p> <ul style="list-style-type: none"> <li>Assets</li> <li>Liabilities including policyholder reserves</li> <li>Equity</li> <li>Financial position</li> <li>Performance</li> </ul> <p><b>The various statements included in the financial statements</b></p> <ul style="list-style-type: none"> <li>Balance Sheet,</li> <li>Profit &amp; Loss Account</li> <li>Cash Flow</li> <li>Statement of changes in financial position/equity</li> <li>Accounting policies</li> <li>Notes to the statements</li> <li>Chairman's statement and directors' report</li> <li>Operating and financial reviews</li> <li>Corporate governance</li> <li>Independent auditors' report</li> </ul> <p><b>Application of International Financial Reporting Standards (IFRSs)</b></p> <ul style="list-style-type: none"> <li>The International Accounting Standards Board</li> <li>European Union's International Accounting Standards regulation</li> <li>IFRS legislation in Ireland</li> <li>IASB's principles for asset and liability recognition and measurement</li> <li>The concept of 'fair value'</li> <li>IASB's principles for income and expense recognition</li> <li>Application of IFRS to insurance companies</li> </ul> <p><b>Overview of first-time adoption of IFRS</b></p> <ul style="list-style-type: none"> <li>Transition process and market implications</li> <li>Accounting policies and retrospective application</li> <li>Disclosure and presentation</li> <li>Other – features of some specific standards</li> </ul> <p><b>Review of the convergence of Irish/UK reporting standards with IFRS</b></p> <ul style="list-style-type: none"> <li>The new Financial Reporting Standards (FRSs)</li> </ul>	<p><b>Dargan FitzGerald</b> Partner, Ernst &amp; Young</p> <p><b>Sarah Aherne</b> Assistant Manager, Ernst &amp; Young</p>	<p>DIMA €415.00</p> <p>III Member €436.00</p> <p>III Non-Member €545.00</p>	<p>Thursday 13th October</p>	<p>9.00am – 4.45pm</p>

# Introduction to Liability Insurance

## Full Day Course



**Location:** Duke House, Level 3, Duke Lane, Dublin 2

Lecture	Speaker	Rates	Dates	Time
<p><b>Audience</b> The programme is designed for anyone involved in liability insurance, underwriting, broking, etc, or anyone who needs a thorough grounding in the core issues of this important area.</p> <p><b>Overview</b> “Liability is one of the easiest classes to underwrite profitably”– or is it? This course offers an excellent opportunity to fully comprehend the core principles and issues affecting all the classes of liability e.g. Blame-v-Accident, Long Tail nature, IBNR...before reviewing the core coverage of the major classes.</p> <p><b>Specific Objectives</b></p> <ul style="list-style-type: none"> <li>• To create an awareness of the issues that liability raises from an insurance and social perspective</li> <li>• To instil a basic understanding of coverage under all the major classes of insurance</li> </ul> <p> <i>Professional Standards Advisory Board-General Insurance has awarded 8 Hours Formal CPD per course for CIPs and for CPD Members of The Insurance Institute of Ireland. ACII/FCII: This event can be used as part of your Chartered Insurance Institute (CII) CPD scheme requirement should you consider the content relevant to your development needs.</i></p>	<p><b>Peter Cave</b> <i>FCII</i></p>	<p>DIMA €415.00</p> <p>III Member €436.00</p> <p>III Non-Member €545.00</p>	<p>Wednesday 26th October</p>	<p>9.00am – 4.45pm</p>

# Technical Reinsurance Accounts

## Two Day Course



**Location:** Duke House, Level 3, Duke Lane, Dublin 2

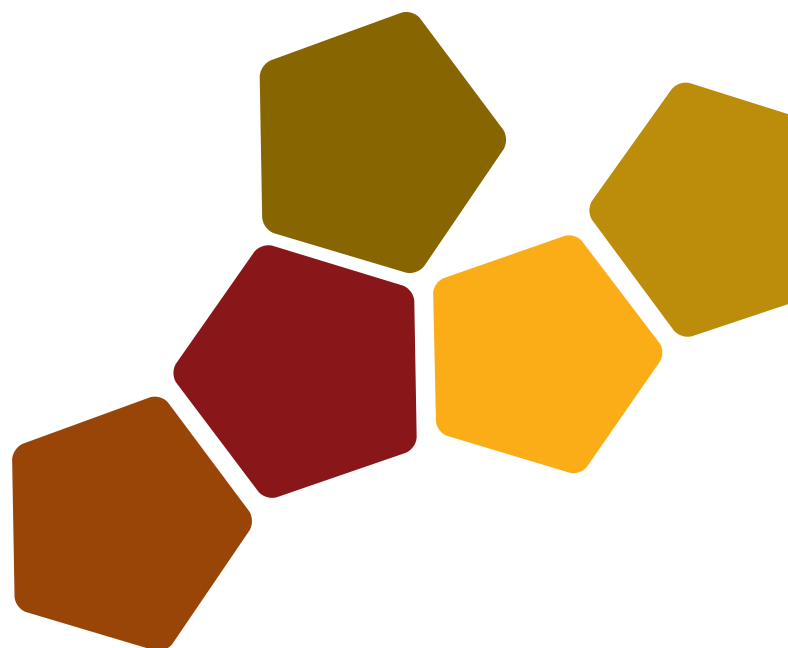
Lecture	Speaker	Rates	Dates	Time
<p><b>Audience</b> The programme is designed for anyone actively involved in the day-to-day processing/checking of reinsurance accounts whether Insurer, Reinsurer or Broker.</p> <p><b>Overview</b> An intensive 2 days based around a range of specific exercises covering all the core areas of technical reinsurance accounts.</p> <p><b>Specific Objectives</b></p> <ul style="list-style-type: none"> <li>To ensure all areas of technical reinsurance accounts are explained in a clear manner and worked through in exercises</li> <li>To make the complex seem simple and provide confidence in reviewing technical accounts matters in the future</li> </ul> <p><b>Contents includes</b></p> <ul style="list-style-type: none"> <li>Key accounts clauses in treaty wordings</li> <li>Pro rata treaty accounts</li> <li>Premium/Loss Portfolios</li> <li>Earned premium/incurred losses</li> <li>Premium cessions</li> <li>Sliding scale commission</li> <li>Premium and Loss Reserves</li> <li>Profit Commission</li> <li>Loss Participation Clause</li> <li>Non Proportional</li> <li>Minimum and Deposit Premium</li> <li>Adjustments</li> <li>Burning Cost</li> <li>Reinstatements</li> <li>Indexation</li> </ul>	<p><b>Peter Cave</b> <i>FCII</i></p>	<p>DIMA €714.00</p> <p>III Member €727.00</p> <p>III Non-Member €894.00</p>	<p>Thursday 27th October</p> <p>&amp;</p> <p>Friday 28th October</p>	<p>9.00am – 4.45pm</p>

---

# *How to Book a Course*

---

1. To book your place, please register online at **www.iii.ie/events** and follow the steps outlined.
2. Alternatively, please contact the Events Team at **events@iii.ie** or **01 645 6666** to book your place(s).
3. The III will confirm availability of your requested course(s) and a booking acknowledgement will be issued to you.
4. Subject to our Terms and Conditions outlined, payment must be received in full prior to the event. If payment has not been received, the reserved place(s) will be re-allocated.
5. Should you be unable to attend, a substitute delegate is always welcome at no extra charge. Alternatively, payment will be refunded if the cancellation is received 7 days before the event.
6. For any enquiries regarding the availability or suitability of courses please contact the Events Team on **01 645 6666** or **events@iii.ie**



# Terms and Conditions

## **Bookings**

For immediate confirmation of your booking, please book online at [www.iii.ie](http://www.iii.ie). For Group Bookings and Season Ticket enquiries please contact the Events Team on 01 645 6666 or email [events@iii.ie](mailto:events@iii.ie)

## **Cancellations**

All cancellations must be made in writing to the Events Team by email [events@iii.ie](mailto:events@iii.ie)

## **Payment**

All payments will be refunded once cancellation notice is received 7 days before the event, otherwise full payment will be charged.

## **Substitutions**

Should you be unable to attend, a substitute delegate is always welcome at no extra charge. Please notify the Events Team of any changes in advance of the course.

## **Season Ticket Cancellations**

Cancellations received 7 days before the event will not be deducted from your Season Ticket hours, otherwise hours will be deducted if this notice is not received.

## **Cancellation of Courses**

The programme, content and dates are correct at the time of going to press. The III reserves the right to amend or cancel any lecture, speaker or venue should the need arise. Any change to the programme will be advertised at the earliest opportunity.

## **Intellectual Property**

All materials provided on our courses and lectures remain the intellectual property of the III and our partners, who assert the right to worldwide copyright unless specifically agreed otherwise in writing.

## **Privacy Policy**

Your credit/debit card details are relayed during the booking process directly to Pay and Shop Limited trading as Realex Payments who are fully PCI Compliant. Your credit/debit card details are not held by the III.

The personal information provided by you as part of the registration process may be used and disclosed by The Insurance Institute of Ireland for all purposes which are reasonably incidental to your attendance at an event. If you are attending an event in the context of your employment, those purposes may include the disclosure of attendance confirmation to your employer to maintain a register of accredited individuals and for other regulatory and compliance purposes.

You are entitled to ask for a copy of the personal data which the Insurance Institute of Ireland holds about you and to have any inaccuracies in such personal data amended or erased. You may do so by writing to the Events Team by email [events@iii.ie](mailto:events@iii.ie)

## **Delivery Policy**

The III undertakes to complete the delivery of all events contained in the Events Programme 2011 in accordance with the timetable contained therein. Please refer to the Terms and Conditions above with regard to the cancellation of courses.