

# Insurance Institute for Asia and the Pacific, Inc.

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## 2020 Training Calendar

COURSE/SEMINAR TITLE		DATE(S)	TIME	NO. OF SESSIONS	SEMINAR FEES (PLUS 12% VAT)			PRE-REQUISITE COURSE
					MEMBER	ALUMNI	OTHERS	
JANUARY								
1	280th Basic Non-Life Insurance Course	January 13-28	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	Intermediate Course on Fire (Property) Insurance	January 20-27	4:30-7:30PM	6	15,000	16,000	17,000	BNL
3	Motor Claims	January 22	9AM-12NN	1	4,500	4,700	5,000	-
4	Industrial All Risk	January 29	9AM-12NN	1	4,500	4,700	5,000	-
FEBRUARY								
1	281st Basic Non-Life Insurance Course	February 10-26	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	30th Basic Non-Life Insurance Course - Daytime	February 3-18	9AM- 12NN	12	18,000	19,000	20,000	-
3	21st Basic Non-Life Insurance Course - Saturday	Feb. 8 - Mar. 14	9AM - 4PM	8 days	18,000	19,000	20,000	-
4	Basic Non-Life Insurance Course - <b>CEBU</b>	February 17-22	8AM - 5PM	5.5 days	13,500	14,000	15,000	-
5	Intermediate Course on Fire (Property) Insurance - <b>CEBU</b>	February 19-21	9AM-4PM	2.5 days	15,000	16,000	17,000	BNL
6	Intermediate Course on Miscellaneous Casualty Insurance	February 17-21	4:30-7:30PM	5	15,000	16,000	17,000	BNL
7	Supervisory Development Workshop - IMDP	February 26-28	1-5PM	3	8,500	9,000	9,500	-
8	Trainers Accreditation Course for Life Insurance	February 26	9AM-4PM	1	4,000		5,000	-
9	Corporate Governance	February 20	9AM-4PM	1	9,500	10,000	10,500	-
10	Non-Life Insurance Course for Agents	February 24-27	9AM-4PM	3.5	4,500	4,700	5,000	-
MARCH								
1	282nd Basic Non-Life Insurance Course	March 9-24	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	19th Basic Non-Life Insurance Course - One Week Edition	March 9-17	9AM - 4PM	7days	18,000	19,000	20,000	-
3	Basic Non-Life Insurance Course - <b>CAGAYAN DE ORO</b>	March 16 -21	8AM - 5PM	5.5 days	13,500	14,000	15,000	-
4	Intermediate Course on Misc. Casualty Insurance - <b>CAGAYAN DE ORO</b>	March 18-20	9AM - 4PM	2.5 days	15,000	16,000	17,000	BNL
5	Advanced Course on Motor Insurance	March 9-13	4:30-7:30PM	5	15,000	16,000	17,000	BNL
6	Intermediate Course on Marine Insurance	March 16-20	4:30-7:30PM	5	15,000	16,000	17,000	BNL
7	Advanced Course on Loss Adjustment	March 9-20	4:30-7:30PM	10	17,000	18,000	19,000	BNL
8	Condominium Insurance	March 25-27	4:30-7:30PM	3	8,500	9,000	9,500	BNL
9	Basic Modern Motor Vehicle Systems and Collision Damage Repair Estimating	March 24	9AM - 4PM	1	9,000	9,500	10,000	-
10	Customer Service Workshop - IMDP	March 11-13	1-5PM	3	8,500	9,000	9,500	-

APRIL								
1	283rd Basic Non-Life Insurance Course	April 13-28	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	31st Basic Non-Life Insurance Course - Daytime	April 13-28	9AM- 12NN	12	18,000	19,000	20,000	-
3	22nd Basic Non-Life Insurance Course - Saturday	April 18- May 23	9AM - 4PM	8 days	18,000	19,000	20,000	-
4	Basic Non-Life Insurance Course - <b>CLARK</b>	April 20-25	8AM - 5PM	5.5 days	13,500	14,000	15,000	-
5	Advanced Course on Personal Accident and Health Insurance - <b>CLARK</b>	April 22-24	9AM to 4PM	2.5 days	15,000	16,000	17,000	BNL
6	Advanced Course on Engineering Insurance	April 13-22	4:30-7:30PM	8	16,000	17,000	18,000	BNL
9	Insurance Claims	April 15-30	4:30-7:30PM	12	17,000	18,000	19,000	BNL
7	Intermediate Course on Reinsurance	April 20-24	4:30-7:30PM	5	15,000	16,000	17,000	BNL
8	Personal Accident Claims	April 15	9AM- 12NN	1	4,500	4,700	5,000	-
10	Effective Business Correspondence - IMDP	April 22-24	1-5PM	3	8,500	9,000	9,500	-
MAY								
1	284th Basic Non-Life Insurance Course	May 11-26	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	20th Basic Non-Life Insurance Course - One Week Edition	May 11-19	9AM - 4PM	7 days	18,000	19,000	20,000	-
3	Basic Non-Life Insurance Course - <b>DAVAO</b>	May 18-23	8AM - 5PM	5.5 days	13,500	14,000	15,000	-
4	Insurance Claims - <b>DAVAO</b>	May 19-22	8:30AM- 4PM	3.5 days	17,000	18,000	19,000	BNL
5	Basic Life Insurance Course	May 18-29	9AM- 12NN	10	17,000	18,000	19,000	-
6	Intermediate Course on Fire (Property) Insurance	May 11-18	4:30-7:30PM	6	15,000	16,000	17,000	BNL
7	Advanced Course on Personal Accident and Health Insurance	May 11-15	4:30-7:30PM	5	15,000	16,000	17,000	BNL
8	Business Interruption Insurance Course	May 18-25	4:30-7:30PM	6	15,000	16,000	17,000	BNL
9	Bonds Claims	May 6	9AM- 12NN	1	4,500	4,700	5,000	-
10	People Management - IMDP	May 27-29	1-5PM	3	8,500	9,000	9,500	-
JUNE								
1	285th Basic Non-Life Insurance Course	June 8-24	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	32nd Basic Non-Life Insurance Course - Daytime	June 1-17	9AM- 12NN	12	18,000	19,000	20,000	-
3	23rd Basic Non-Life Insurance Course - Saturday	June 6 - July 11	9AM - 4PM	8 days	18,000	19,000	20,000	-
4	Advanced Course on Suretyship	June 8-19	4:30-7:30PM	9	18,000	19,000	20,000	BNL
5	Basic Microinsurance Course	June 2-5	1-4PM	4	9,500	10,000	10,500	-
6	Claims Technician Course	June 23-25	9AM - 4PM	3 days	32,000			-
7	Engineering Claims	June 10	9AM- 12NN	1	4,500	4,700	5,000	-
8	Basic Leadership Workshop	June 15-17	1-5PM	3	8,500	9,000	9,500	-
9	Improving Grammar in Business Writing - IMDP	June 24-26	1-5PM	3	8,500	9,000	9,500	-

JULY								
1	286th Basic Non-Life Insurance Course	July 13-28	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	21st Basic Non-Life Insurance Course - One Week Edition	July 20-28	9AM - 4PM	7 days	18,000	19,000	20,000	-
3	Intermediate Course on Fire Insurance	July 6-13	4:30-7:30PM	6	15,000	16,000	17,000	BNL
4	Intermediate Course on Marine Insurance	July 6-10	4:30-7:30PM	5	15,000	16,000	17,000	BNL
5	Principles and Practice of Non-Life Insurance Accounting	July 7-17	4:30-7:30PM	9	18,000	19,000	20,000	-
6	Basic HMO (Health Maintenance Org.) Course	July 13-16	9AM to 12NN	4	9,000	9,500	10,000	-
7	Fire Claims	July 15	9AM- 12NN	1	4,500	4,700	5,000	-
8	Trainers Accreditation Course for Life Insurance	July 22	9AM-4PM	1	4,000		5,000	-
AUGUST								
1	287th Basic Non-Life Insurance Course	August 10-26	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	33rd Basic Non-Life Insurance Course - Daytime	August 3-18	9AM- 12NN	12	18,000	19,000	20,000	-
3	24th Basic Non-Life Insurance Course - Saturday	August 8 - Sept. 12	9AM - 4PM	8 days	18,000	19,000	20,000	-
4	Insurance Claims	August 3-18	4:30-7:30PM	12	17,000	18,000	19,000	BNL
5	Advanced Course on Fire (Property) Insurance	August 10-25	4:30-7:30PM	11	21,000	21,500	22,000	BNL & Int. Fire
6	Advanced Course on Reinsurance	August 12-18	4:30-7:30PM	5	15,000	16,000	17,000	BNL & Int. Reins.
7	Comprehensive General Liability	August 26	9AM- 12NN	1	4,500	4,700	5,000	-
8	Accounting for Non-Accountants - IMDP	August 26-28	1-5PM	3	8,500	9,000	9,500	-
SEPTEMBER								
1	288th Basic Non-Life Insurance Course	September 7-22	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	22nd Basic Non-Life Insurance Course - One Week Edition	September 14-22	9AM - 4PM	7 days	18,000	19,000	20,000	-
3	Basic Non-Life Insurance Course - <b>CEBU</b>	September 14-19	8AM - 5PM	5.5 days	13,500	14,000	15,000	-
4	Sales and Negotiation Workshop - <b>CEBU</b>	September 16-17	9AM - 4PM	2 days	8,500	9,000	9,500	-
5	Advanced Course on Motor Insurance	September 14-18	4:30-7:30PM	5	15,000	16,000	17,000	BNL
6	Advanced Course on Marine Insurance	September 14-28	4:30-7:30PM	11	21,000	21,500	22,000	BNL & Int. Marine
7	Improving Grammar in Business Writing - IMDP	September 23-25	1-5PM	3	8,500	9,000	9,500	-
8	Basic Modern Motor Vehicle Systems and Collision Damage Repair Estimating	September 22	9AM - 4PM	1	9,000	9,500	10,000	-
OCTOBER								
1	289th Basic Non-Life Insurance Course	October 5-20	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	25th Basic Non-Life Insurance Course - Saturday	October 3 - Nov. 14	9AM - 4PM	8 days	18,000	19,000	20,000	-
3	Basic Non-Life Insurance Course - <b>BAGUIO</b>	October 12-17	8AM - 5PM	5.5 days	13,500	14,000	15,000	-
4	Advanced Course on Motor Insurance - <b>BAGUIO</b>	October 14-16	9AM - 4PM	2.5 days	15,000	16,000	17,000	BNL
5	Advanced Course on Miscellaneous Casualty Insurance	October 12-26	4:30-7:30PM	11	21,000	21,500	22,000	BNL and Int. Cas.
6	Life Insurance Operations Management Course	October 7-20	4:30-7:30PM	10	14,500	15,500	16,000	-
7	Principles and Practice of Life Insurance Accounting	October 12-22	4:30-7:30PM	9	18,000	19,000	20,000	-
8	Sabotage and Terrorism	October 21	9AM- 12NN	1	4,500	4,700	5,000	-

NOVEMBER								
1	290th Basic Non-Life Insurance Course	November 9-24	4:30-7:30/8PM	12	18,000	19,000	20,000	-
2	Advanced Course on Motor Insurance - Saturday Edition	November 7, 14 & 21	9AM - 4PM	2.5	15,000	16,000	17,000	BNL
3	Reinsurance Accounting	November 9-13	4:30-7:30PM	5	15,000	16,000	17,000	-
4	Corporate Governance	November 19	9AM-4PM	1	9,500	10,000	10,500	-
5	Effective Collection Techniques	November 6	9AM- 12NN	1	4,500	4,700	5,000	-
6	Fraud in Claims	November 18	9AM- 12NN	1	4,500	4,700	5,000	-
7	Setting up a Tax Qualified Retirement Plan	November 24	9AM - 4PM	1	9,000	9,500	10,000	-
8	Sales and Negotiation Workshop - IMDP	November 11-13	1-5PM	3	8,500	9,000	9,500	-

<b><i>Basic Non-Life Insurance Course - Home Study Program</i></b>	Self Study	NA	6 months	18,000	19,000	20,000	-
<b><i>Claims Technician Course - Home Study Program</i></b>	Self Study	NA	3 months	32,000			-

#### BNL is CII Accredited

All IIAP Basic Non-Life Insurance Courses are Chartered Insurance Institute Accredited

#### In-house Training/Workshop

In-house training/workshop is also available, where we can provide a tailored training/workshop - suit the needs of your organization.

Date and venue can be negotiated; minimum number of participants is 25 for Life and Non-Life Courses and 20 for IMDP

All rates are in Peso and exclusive of VAT

Changes in Class Schedule may occur due to unexpected circumstances.

\* IMDP - Insurance Management Development Program