



USHA DEEP ACADEMY OF INSURANCE & FINANCE

(Academic Division of Usha Deep Ins & Mgt Services P Ltd.)

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An Academy for Skill Development & Professional Excellence in Insurance Sector

INSURANCE BROKER'S TEAM EMPOWMENT

- Usha Deep Academy is an institution established in 2009 and is dedicated to professional learning and skill development in Insurance Sector.
- Academy offers following online services to Insurance Brokers team members for achieving excellence in their performance:
 - i. Guidance & Coaching for Brokers Examination through our customised books, online test packages and online classes
 - ii. Advanced Learning Solutions for continuous knowledge updation , skill development and strategy management through customized handbooks, online mock tests and online interactive sessions
 - iii. Conducting knowledge management and skill development programmes
 - iv. Consultancy in the areas of legal, regulatory, marketing strategy and claims management

1. ABOUT BROKERS EXAM

- ✓ The Brokers exam is conducted by National Insurance Academy, Pune. The Principal Officer / Broker Qualified Person / Authorised Verifier of the Insurance Broker has to pass this exam.
- ✓ Broker exam is held separately for each of five categories of Broking Licence.
- ✓ Before appearing in the exam, the candidate has to complete 50 hours / 25 hours Online Brokers Training from National Insurance Academy, Pune or Insurance Institute of India, Mumbai. Exam has to be passed within one year of completion of the training.
- ✓ Exam duration will be 90 minutes for Direct / Reinsurance brokers and 120 minutes for Composite broker. Passing marks are 50% for Principal Officer / Broker Qualified Person and 35% for Authorised Verifier. There is no negative marking.
- ✓ There are four sections of the study material – (1) Compulsory Subject (2) General Insurance (3) Life Insurance (4) Reinsurance. The pattern of exam is as under:

SECTION-WISE NO. OF QUESTIONS					
Broker Type	Section-1 Compulsory Subject	Section-2 General Insurance	Section-3 Life Insurance	Section-4 Reinsurance	Total No. of Questions
Direct – General	40	40			80
Direct – Life	40		40		80
Direct– General + Life	40	20	20		80
Reinsurance	40			40	
Composite	40	20	20	40	120

2. LEARNING SOLUTIONS OFFERED BY USHA DEEP

a) For Brokers Exam – Customized Handbooks & Online Mock Tests

- ✓ We have prepared **customised handbooks** covering the full syllabus for each type of Broker Exam. These are hard copies of study material duly updated with legal and regulatory changes which are sent by courier. These books are available as under:

- i. Direct Broker (Compulsory +General +Life) @ **Rs. 650/-** including courier
- ii. Reinsurance Broker Compulsory + Reinsurance) @ **Rs. 650/-** including courier
- iii. Composite Broker (Direct + Reinsurance) @ **Rs. 1300/-** including courier

- ✓ We have also prepared **online mock test packages** on the pattern of the brokers examination for each of five types of Brokers
- ✓ Online mock tests function on the software similar to the exam software. The participant will open the test and attempt like exam within the stipulated time. After submitting the test, the participant can view his score and review the question paper for next 90 days.
- ✓ This will provide virtual exam experience to the participant and help him in assessing his learning level and resolving the mistakes / doubts.
- ✓ Online Test Package containing three online mock tests is offered @ **Rs. 850/- per test / person** for Direct / Reinsurance brokers and @ **Rs. 1100/- per test / person** for Composite Brokers

b) For Advanced Learning – Customized Handbooks & Online Mock Tests

- ✓ People working in a Broking organisation in any functional area such as sales/marketing, operations/ customer service or claims need to update their domain knowledge and skills. We offer customized solution towards this.
- ✓ We have prepared customised handbooks for major technical subjects which can help the team members in enhancing their learning about various technical subjects needed for their functional area. These books can also serve as reference book in day to day operations.
- ✓ These books are available as under:
 - i. Handbook on Property Insurance (Fire, Engineering & Loss Of Profits)
 - ii. Handbook on Reinsurance
 - iii. Handbook on Motor (OD & TP) Insurance
 - iv. Handbook on Marine Cargo Insurance
 - v. Handbook on Miscellaneous Insurance (Health, Liability, Other Misc, Rural)
- ✓ Each of these books are available @ **Rs. 650/- per book** including courier
- ✓ We also online mock tests on related Associateship level subjects @ **Rs. 500/- per test per subject**. Each test contains 100 MCQs. This will help in evaluation of the learning.

c) eClasses / Online Interactive Sessions

Online interactive sessions are available for discussions on any topic / subject as per requirements of the participants / organisation. The salient features of the programme are as under:

- i. The programme will be conducted as per pre-agreed schedule. The schedule of sessions will be mutually decided in advance.
- ii. Programme will be conducted in live video / audio sessions in online mode over internet on any video conferencing platform like Google Meet / Zoom or any other similar platform.
- iii. The sessions can be attended on laptop / smart phone or desktop (having web cam). The participant must have a proper device with adequate data subscription.
- iv. While attending the sessions, the participant has to maintain same level of discipline and decorum as in physical classroom. Any violation may lead to cancellation of membership.
- v. Full programme fee as agreed has to be paid before joining the programme. In case of any technical / connectivity issue, the respective session will be rescheduled. Only the person who has subscribed will attend.
- vi. The duration of the programme and course fee will be decided while finalizing the programme. The minimum package for individuals is available @ **Rs. 1000/- per person** for two hours of online interaction.