

Insurance for SMEs



October 12-13
09:00-11:00 (EAT)
October 14
09:00-12:30 (EAT)



Online (via Zoom)

Deadline to register
October 8
Registration fee
USD 100



Join us for this online training to learn all about:

- **Serving small businesses** to better manage risks
- **The latest global trends** and recent successful examples
- Designing the **right products and distribution strategies** to reach small businesses

Agenda

Below is an overview of the different sessions of this three-day workshop. Day 1 and 2 consist of 2 hours of online lectures and interactions. Day 3 lasts 3.5 hours.

Day 1

- Introduction to SMEs
- Understanding SMEs in depth

Day 2

- Risk management and insurance for SMEs
- Design sprint

Day 3

- How to distribute insurance to SMEs
- Designing a distribution strategy
- Preparing to pitch
- Product and distribution pitch competition

Trainers



Aparna Dalal leads the Facility's Research & Innovation initiative. She works primarily in mobile services, bundling insurance with other financial services, analysis and documentation. She has a decade of technology and business management experience in the public and private sector. Prior to that, Aparna was the Director of Special Projects at the Financial Access Initiative at NYU, where she led microinsurance research projects.



Gregor Sahler is a consultant with GIZ, specialized in access to insurance. He has several years of experience in the banking, insurance and development sector. Gregor previously worked for the ProCredit Banking Group, the German Development Institute as well as the Savings Banks Foundation for International Cooperation.

Join us!

For registration, please click here: <https://forms.gle/Hx7XTu7AXJBiMiw8A>

Payment of the participation fee of 100 USD should be made by cheque or direct transfer to the college's DFCU Bank account number: 02063617096486 before the start of the training on October 12, 2020. For questions regarding payments, please contact Ms. Annet Katusiime, through email akatusiime@itc.ac.ug or phone: (+256) 776 252181 or (+256) 706 696944.