



Job Guarantee Program in  
**LIFE INSURANCE SALES**

In partnership with



# Guaranteed Job at IndiaFirst Life

Sign up for the Insurance Sales Training Program at upGrad Campus with **guaranteed job opportunity at IndiaFirst Life.**

## What will you get out of this Program

- ✓ Get **state-of-the-art** training in Sales, Insurance & Communication
- ✓ Guaranteed job at **IndiaFirst Life** upon completing training
- ✓ Earn **3.72 LPA** as a Business Development Manager



## A Return on Investment that **pays throughout**

Exciting *Career Opportunities* in the Long-term  
with Great Incentives *in the Short-term*

**01.**

Admission + Training  
Fee of  
**₹ 10,000 ONLY**

**02.**

**EARN 10K** Stipend  
upon completing  
training

**03.**

**GET 10K BONUS**  
on your 2nd month at  
IndiaFirst Life along  
with your salary!

# All about the Program

Aptly named, IndiaFirst Life is one of the leading life insurance companies in India, and the first to have been backed by a private equity fund. It has also been incorporated by Bank of Baroda - a name synonymous with trust and reliability in the Indian financial landscape.

With a legacy of innovation, esteemed partnerships, and a commitment to excellence, working at IndiaFirst Life is an invitation to contribute to a legacy that transforms lives and shapes the future.

upGrad Campus has partnered with IndiaFirst Life and designed a certification program to give you all the right skills to excel in Insurance Sales and thrive in your career at IndiaFirst Life.

## How Does the Training Program Work

**01 Pay Admission Fee & block your seat**  
You will undergo a pre-screening process with IndiaFirst.

**Attend 6 weeks of online training**  
Build a strong foundation in Life Insurance Sales with job-ready skills provided by upGrad Campus

**02**

**03 Earn 3.72 LPA as a Business Development Manager**  
On successful completion, learners get a stipend of 10K in the first month and a bonus of 10K in their second month at IndiaFirst Life.

It's as easy as

**1 2 3!**

# Course Curriculum

## 01

### Understanding Insurance

- Risk Perils and Hazards
- Risk Management
- Characteristics of an Insurable Risk
- Principles of an Insurance Contract
- Human Life Value
- Entities & Terms involved in an Insurance Contract
- Cost of Insurance
- Policy Benefits & Schedule
- Standard & Specific provisions

## 02

### Financial Planning

- Underwriting
- Risk Assessed in Underwriting
- Decision taken in underwriting
- Claims and its types
- Claim Process
- Assessment of Risk in Insurance

## 03

### Life Insurance Plan

- Basics of Life Insurance
- Classification of Life Insurance Plans
- Protection Plans
- Human Life Value
- Savings Plan
- Retirement Plan



- Risk-based Classification in Life Insurance
- Participating & Non-participant Plans
- Types of Bonuses
- Unit Linked Plans
- Charges in ULIP
- Traditional plans & ULIPs
- Customer Profiling

## 04

### Selling Skills

- Introduction To Selling & Selling Skills
- Types Of Sales Processes
- Types Of Selling Styles
- Lead generation
- Scheduling A Meeting
- Opening A Meeting
- Data Gathering
- Pitching
- Handling The Objections
- Closing The Sale
- Mis-Selling
- Malpractices
- Money Laundering



# 05

## Case Study: Selling Skills & Communication

- Questioning & Listening Skills
- Rapport Building
- Understanding Body Language
- Eye Contact & Facial Expression
- Dressing Guidelines & Meeting Etiquette
- Understanding Elements Of Voice
- Volume, Pause & Rate Of Speech



# Why Choose upGrad Campus?



01

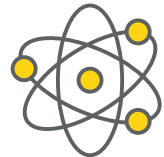
## Best Mentors

Learn from top experts with years of experience in the field.

## Curriculum designed for Freshers

Learn from a curriculum that is especially curated for you, and is centred around topics relevant in today's day and age.

02



03

## Immersive Learning Experience

From LIVE Classes, Recorded Sessions, Doubt Resolution Forums to Projects, we ensure 360° learning.

## Peer Assistance

Get support from a strong network of dedicated and like-minded students. Connect with Subject Matter Experts over weekends to solve doubts and have 1:1 LIVE sessions with them.

04



## Program Details

Course starts

Please refer to the website  
for program start dates

Fee structure

~~₹ 50,000~~  
**₹ 10,000**

Duration

**6 Weeks**

Program hours

**100+ Learning hours**

For admissions, contact

**1800 210 7070**

**[admissions.campus@upgrad.com](mailto:admissions.campus@upgrad.com)**

**upGrad**  
**Campus** 

