Job-linked Program in
LIFE INSURANCE SALES
In partnership with
IndiaFirst LIFE INSURANCE
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 REFUND on the admission fee & training fee after the onboarding process!
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**

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

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

3. **Become a Business Development Manager**
   
   On successful completion, learners get stipend of 10K in the first month and a package of 3.72 LPA at IndiaFirst.

**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
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.

02 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.

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

04 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.
Program Details

Course starts
Please refer to the website for program start dates

Duration
6 Weeks

Fee structure
Rs. 10,000
(Fully refundable)

Program hours
100+ Learning hours

For admissions, contact
1800 210 7070
admissions.campus@upgrad.com