

ANZIIF

# CLIENT RISK MANAGEMENT FOR BROKERS

STUDY COURSE



The **Client Risk Management for Brokers Study Course**, is an immersive study course, offering participants a unique and practical case study based learning opportunity. The multi-day intensive learning program will be led by some of the industry's senior risk management experts and combines hands-on group work, expert presentations, knowledge sharing and team building activities. At the conclusion of the event, participants will be able to immediately apply their newly acquired knowledge, skills and techniques in managing their clients' risks.

## Why should I attend?

The study course is primarily targeted at mid-senior level **brokers**. The course is also ideal for professionals within broking and insurance business enterprises who work directly or indirectly in insurance.

**Exclusive learning opportunity:** Participants will receive guidance from senior risk management and insurance leaders who have deep technical expertise and industry experience.

**Uniquely structured:** The course will combine active and experiential learning such as practical group work and team-building activities with expert presentations and knowledge sharing.

**Professional recognition:** Participants will receive a Certificate of Attainment and can obtain 15 CIP points. If the 'Assess Risk' Skills Unit is completed, 10 credit points towards the Executive Certificate in General Insurance Broking

**Course inclusions:** Accommodation, meals and study materials.

To register your interest visit [anziif.com/crmb](https://anziif.com/crmb)

## About the course

Client Risk Management for Brokers is an intensive risk management study course, that looks at risk management as part of a holistic asset protection strategy. It will equip participants with the tools to navigate, assess and manage risk, as well as understand the core drivers of the insurer.

Led by risk management experts, the course will provide participants with technical knowledge and assist them in understanding the importance of risk in relation to their company's strategy, growth and underwriting philosophy. Participants will work in groups to develop the skills to assist them in completing a practical, simulated case study and present their learnings on the final day of the course.

Participants will leave with the confidence to provide valuable risk management advice and recommendations to their clients.



### Case study

Participants will work in groups to complete a real-life, simulated case study. Each group will represent a risk management consulting group, tasked to present a risk management report to the CEO of the company. Interactive resources will bring the case study to life and will assist participants in developing problem-solving, analytical and decision-making skills, providing a framework to apply their learnings to their own clients.

### Learning outcomes

At the conclusion of the study course, participants will be able to:

- distinguish the difference between an overall business perspective and an insurance broking perspective of risk management
- apply different techniques in identifying risks apply various tools and methods to analyse the causes of different types of risks
- assess and evaluate the impact of risks
- synthesize information and results of analysis and assessment to recommend risk management strategies, solutions, and monitoring approaches
- effectively communicate findings, risk analysis and assessment, and recommendations to key stakeholders

### Expert presentations

Risk management and insurance industry experts will cover the following topics:

- The concept of risk from a broker and a risk manager's perspective
- Risk identification – understanding the risk universe and insurance portfolio
- Operational risk profile and insurance as a risk solution
- emergency, disaster and crisis risk management planning
- Financial risk profile - Strategic risk management, compliance and governance