

## Become a microinsurance master.

Learn from industry leaders in a unique and compelling 10-week leadership programme that will make you and your business thrive.

Starts February 18, 2019

In partnership with



2 weeks immersion training + 8 weeks tailored coaching = You & your business thrive  
at Pioneer Microinsurance mostly *out* of the classroom by internationally renowned microinsurance leaders with transformative insights, frameworks and tools

- ✓ A comprehensive 10-week programme designed specifically for microinsurance leaders.
- ✓ Praised with a 97% recommendation rating by our alumni.
- ✓ With a unique learning-by-doing approach and by working with leaders in the sector, your expertise is magnified with powerful insights and practical examples.
- ✓ We focus on client-centric solutions that reduce the vulnerability of low-income people and make your business thrive.

“Microinsurance Master radically changed how we approach microinsurance. We are now prepared and equipped to thrive.”

## Why apply?

Learn how Pioneer Microinsurance got to 16 million enrolments and pays claims so fast. Then receive expert coaching to help you apply this in your organisation back home ...



So much more than a training



You learn by doing



Hosted by an industry leader



Get coached by industry leader



Latest industry insights



Grow your network

“Microinsurance Master has given me the insights and confidence on how to run microinsurance.”

## Who is it for

- ✓ Microinsurance Master is a must-attend programme for today's and tomorrow's industry leaders.
- ✓ We will select 20 motivated decision-makers from insurers, microfinance institutions and other distribution partners, funders, and regulators involved in microinsurance.
- ✓ This diversity will further challenge your thinking and enrich the learning experience.

“We now have a direct connection with likeminded organisations and some of the greatest industry leaders. That's priceless.”

## Programme details

- ✓ Duration: 2 weeks in Manila starting 18th Feb, 2019 plus 8 weeks online coaching thereafter.
- ✓ Participation fee: USD \$10650, including all tuition, training materials, 8 weeks of tailored coaching, accommodation, field trips, breakfast and lunch in Manila.
- ✓ Apply: Only 20 seats available. Places will be awarded on a first come first serve basis.

“Microinsurance Master is an enormous return on investment.”

Find out more and apply on

[www.microinsurancemaster.org](http://www.microinsurancemaster.org)

## Microinsurance Master programme overview



### Effective learning requires practice by doing.

That's why we spend the first two weeks camped out at Pioneer Microinsurance, the leading microinsurer in the Philippines:

- ✓ Interactive, thought-provoking workshops designed with the ILO's Impact Insurance Facility and Pioneer Microinsurance
- ✓ Visit and work with their staff, distribution partners, and clients
- ✓ With purpose-driven leadership and client centricity at the core of all training
- ✓ Work to solve a burning problem for Pioneer Microinsurance using the principles, frameworks and tools from the workshops

*"A truly transformative training. I learnt so much from the practical workshops, talking to Pioneer, its partners and its clients."*



### The success of your training will be determined by how well you apply the takeaways

That's why the important second step is tailored online coaching for 8 weeks.

- ✓ During the training, you will draft a work plan that you will further elaborate on and kickstart at your organisation
- ✓ With the support of one of our renowned microinsurance experts

*"The coaching complements the class tremendously. It really makes Microinsurance Master unique and very practical."*

## Who delivers the Microinsurance Master programme?

### Your host in 2019: Pioneer Microinsurance

Pioneer Microinsurance is the leading microinsurer in the Philippines:

- ✓ 16.5 million enrolments generating 24 million USD in revenue in 2017
- ✓ Insurance covers include catastrophe, agriculture, health and loss of income
- ✓ Organised in a unique joint venture with CARD MRI, the country's largest MFI
- ✓ Client centricity approach recognised by CGAP
- ✓ Settles claims rapidly, most within 2 days



### Your facilitator: Bert Opdebeeck

Bert Opdebeeck will be your key contact and guide during training:

- ✓ Founder of Microinsurance Master
- ✓ Worked with numerous microinsurers in Africa and Latin America over the past decade
- ✓ Led the establish the microinsurance key performance indicators
- ✓ Developed training programmes taught to more than 450 microinsurance practitioners in 14 countries since 2006



### Your coaches



**Michael J. McCord**

Managing Director  
MicroInsurance Centre  
at Milliman



**Geric Laude**

Former CEO of  
Card Pioneer



**Afua Donkor**

Former CEO of Star  
Microinsurance Ghana



**Richard Leftley**

CEO of  
MicroEnsure