

ADVANCED REINSURANCE INTERNATIONAL COURSE

SUNDAY 25TH - FRIDAY 30TH JUNE, 2006

MOLAK HOTEL & CONFERENCE CENTRE
OTA, OGUN - STATE,
NIGERIA



NIGERIA

GLOBE RE



Reinsuring Proficiently

PROVISIONAL TIME TABLE

GLOBE-RE'S ADVANCED REINSURANCE INTERNATIONAL COURSE
VENUE: MOLAK HOTEL & CONFERENCE CENTRE, OTA OGUN-STATE, NIGERIA

SUNDAY 25TH - FRIDAY 30TH JUNE, 2006

Sunday - 25th June

12.00-19.00 P.M. Arrival/Registration of participants
19.30-21.00 P.M. Dinner

Monday - 26th June

08.00-09.00 A.M. **BREAKFAST**
10.00-10.30 A.M. Welcome Address by Mr. Fola Dantel
Managing Director/CEO Globe Re. Plc Lagos
Group Photograph/Tea Break
10.30-11.00 A.M. Management Skills (Leadership Development) by
11.00-13.30 P.M. Mr. Tom Akhile - Management Consultant
13.30-14.30 P.M. **LUNCH**
14.30-16.30 P.M. Management Skills Contd. As Above
16.30-17.00 P.M. Group Discussion/Syndicate Assignment
17.00-19.00 P.M. Sports/Relaxation
19.30-21.00 P.M. **DINNER**

Tuesday - 27th June

07.30-08.30 A.M. **BREAKFAST**
08.30-10.30 A.M. Introduction to Reinsurance - Mrs. Tola Dosunmu
Reinsurance Consultant

10.30-11.00 A.M. **TEA BREAK**

11.00-17.00 P.M. Visit to Globe Re by Foreign Participants & Lunch with the
Managing Director/CEO and Management Staff.
17.00-19.30 P.M. **FREE EVENING**
19.30-21.00 P.M. **DINNER**

Wednesday - 28th June

07.30-08.30 A.M. **BREAKFAST**
09.00-10.30 A.M. Global Reinsurance Market and the Role of Intermediaries
Mr. Peter King - Managing Director/CEO CKRe Ltd. London
10.30-11.00 A.M. **TEA BREAK**
11.00-13.00 P.M. Reinsurance Business Simulation and Designing A viable
Reinsurance Program - Mr. Jonnie Wilcox MD/CEO
UAIB Insurance Brokers

13.00-14.00 P.M. **LUNCH**

14.00-16.00 P.M. Legal Wording of Reinsurance Contract - Mr. J. D. Oke
General Manager/CEO Glanvill Enthoven Reinsurance
Brokers Nigeria.
16.00-19.00 P.M. **FREE EVENING**
19.00-21.00 P.M. **DINNER**

Thursday - 29th June

07.30-08.30 A.M. **BREAKFAST**
09.00-10.30 A.M. Treaty Renewal and Negotiation - Mr. Bisi Mohammed
Deputy General Manager, Nigeria Reinsurance Corporation
10.30-11.00 A.M. **TEA BREAK**
11.00-12.30 P.M. Reinsurance Technical Account - Mr. Nsiah, MD
Trans Africa Insurance Brokers, Accra, Ghana
12.30-14.00 P.M. **LUNCH**
14.00-16.00 P.M. Reinsurance Purchasing Decision - Mr. Peter King
MD/CEO CKRe Ltd. London.
16.00-17.00 P.M. Group Discussion
17.00-19.30 P.M. **FREE EVENING**
19.30-21.00 P.M. **DINNER / GALA NIGHT**

Friday - 30th June

07.30-08.30 A.M. **BREAKFAST**
09.00-11.00 A.M. Reinsurance Final Accounts -
11.00-11.30 A.M. **TEA BREAK**
11.30-12.00 P.M. Question Time
12.00-13.00 P.M. Closing Ceremony/Presentation of Certificates
13.00-15.00 P.M. Farewell Lunch
15.00 P.M. **DEPARTURE**

GLOBE REINSURANCE PLC LAGOS, NIGERIA
ADVANCED REINSURANCE INTERNATIONAL COURSE
VENUE: - MOLAK HOTEL & CONFERENCE CENTRE, OTA, OGUN-STATE, NIGERIA
SUNDAY 25TH JUNE - FRIDAY 30TH JUNE, 2006
COURSE OUTLINE

INTRODUCTION TO REINSURANCE

History and Development of Reinsurance
Facultative Reinsurance
Difference between Facultative Reinsurance & Co-Insurance
Treaty Reinsurance
Facultative and Facultative Obligatory
Proportional Reinsurance
Non Proportional Reinsurance
Captive Reinsurance

LEGAL WORDINGS OF REINSURANCE CONTRACTS

Principles of Reinsurance Law
Legal aspect of reinsurance agreements
Right of inspection of records
Reservation of rights
Cut Through Rules
Follow The Fortune
Claim Co-operation
Error and Omission
Cash Call and Loss Advice
Index and Stability Clause
Loss Occurring. Etc.

**REINSURANCE BUSINESS SIMULATION
AND SECURITY ANALYSIS**

Assessment of treaties performance
Assessment of Portfolio Profile
Strategy formulation in reinsurance programme & design
Investment and decision-making
Reinsurance decision. Etc.

TREATY RENEWAL AND NEGOTIATION

Reinsurance Statistics
Preparation & Interpretation of Risk Profile
Treaty terms and conditions
Excess of Loss rating

DESIGNING A VIABLE REINSURANCE PROGRAMME

MANAGEMENT SKILLS

Introduction
Role & function of management
Management communications - internal & external
Effective time management
Team building and team management
Staff development and training
Interviewing techniques
Financial management and management information systems
Decision making-theory and practice
Leadership & motivation
Negotiating skills
Management issues for the future

**GLOBAL REINSURANCE MARKET AND
THE ROLES OF INTERMEDIARIES**

Overview of the World Reinsurance Market
Roles of Intermediaries in the Global Reinsurance Market
Roles of Lloyds in the International Reinsurance Market
especially in Marine Insurance
International Reinsurance Market and Capacity Building
Future of the Emerging Global Reinsurance Market

**REINSURANCE PURCHASING DECISIONS
AND RENEWAL NEGOTIATION**

Fundamental Purchasing decisions
Excess of Loss treaty pricing
Property Programme designs and pricing
The impact of key reinsurance clauses
The impact of reinsurance on company balance sheet
The financial impact of reinsurance on published accounts
Property claim reserving and forecasting

**REINSURANCE TECHNICAL ACCOUNTS
AND RECOVERIES**

Proportional Accounting
Methods of Cessions
Definitions
Unearned Premium and Outstanding Losses
Basic method of Accounting
Debit and Credit Notes
Financial Deposits
Commission
Fixed
Cash Losses
Non Proportional Accounting
Minimum & Deposit Premium
Adjustment
Burning Cost

**REINSURANCE FINAL ACCOUNTS
(Proportional and Non-Proportional)**

Functions of a reinsurance department
Methods of reinsurance accounting under
proportional treaties i.e. Underwriting year method
and accounts year method
Accounts for Portfolio movements
Methods of calculating premium portfolio/unearned premium
Preparation of Profit Commission Statements
Factors influencing commission paid
Additional Commission or sliding scale of commission
Non-Proportional Reinsurance Final Account
Premium Adjustment
Reinstatement Premium