

INSURANCE CONFERENCE 2018

"Harnessing the potential of insurance
towards business growth and inclusivity".



The Insurers Association of Zambia (IAZ) will be holding the 4th Annual Insurance Conference at the Avani Hotel in Livingstone under the theme "***Harnessing the potential of insurance towards business growth and inclusivity***".

The conference is the premier networking opportunity for the Insurance market players in Zambia. The conference draws participants from across the African Continent. It is vital that businesses and professionals take advantage of various opportunities that arise from challenging economic environments, by harnessing their full potential. The sessions lined up are aimed at providing insight and provoking positive action from participants as they seek to tap the full potential of their human resource to engage the market effectively.

The conference is supported by the Pensions and Insurance Authority (PIA), the Financial Sector Deepening Zambia (FSDZ), the Insurance Institute of Zambia (IIZA) and the Insurance Brokers Association of Zambia (IBAZ). The conference is expected to attract over 150 delegates from Zambia and across the African Continent.

Supported by





KEY THEMES

1. The Zambian economic outlook

Zambia is set to continue its path to economic recovery in 2018. Various projections assume improved performance in the services sector and maintenance of single digit inflation. Various key factors will determine if the nation will achieve the desired economic growth and if it will translate into benefits for a wide range of sectors and businesses.

The clarity of the forecast and factors surrounding it will determine how we strategize and prepare for the future. A closer examination of the economic forecast will assist businesses shape their strategies and be well positioned to adapt to the economic climate for growth and inclusivity.

2. Enhancing corporate branding for competitiveness

Corporate branding is about identity, and identity is about being identified with certain qualities such as timely service, customer satisfaction and effective response to the changing needs of the market. Identity is also about values, and this session will explore how to translate core values into the reputation of your organisation, which becomes a means of organic growth in a highly competitive market.

3. The insurance landscape & inclusive insurance

A map is essential for a long trip, and an overview of the insurance landscape will help us understand how far we have come and how far we have to go for financial inclusion and business growth. The insurance landscape provides insight on the attitudes and customs surrounding risk management, and the hurdles we must overcome if we are to impact the insurance uptake among people from every walk of life.

It is also important to be updated on what local milestones have been achieved in inclusive insurance and hear what lessons have been learnt in these pioneering endeavours to inform our future product development and outreach.

4. Debt, credit and corporate finance challenges and opportunities

Business in the 21st century makes use of a wide range of financial models and services to remain competitive. These also pose challenges, as credit management, delayed payment and the time value of money, as well as default, remain a concern for many sectors of the economy. This session tackles concerns surrounding handling debt, credit and business financing, and to make these challenges a thing of the past.

5. Regulation

A fair playing field fosters growth when the ground rules encourage innovation and customer centric approaches to product development, marketing and customer relations. Both the formulation and application of focused and relevant industry rules are inseparable from sector growth. These include legislation, rules for reporting performance accurately and clearly (such as the newly introduced IFRS 9 and 17) and room for new products to be introduced on the market in response to changing needs.

Regulation is key to shaping the insurance landscape to include the previously uninsured, as well as help local players tap into areas that are largely untapped or outsourced such as the provision of marine cover. In session we will hear the current initiatives underway and hear the vision of regulatory bodies.

6. Leveraging on technology and business linkages

Technology brings the world together and shapes the culture of communication. We need to keep in step with these changes, and make full use of IT platforms to reach customers, understand their habits and needs and more effectively manage our internal systems and controls. Effective use of linkages is essential for organisations harness their full potential and reach their target audience cost effectively.



WHO MUST ATTEND?

Chief Executive Officers: Chief Operating Officers: Senior Underwriters: Group managing Directors: Chief Financial Officers: Brokers: Sales & Marketing Managers: Business Development Managers: Insurance officers: Insurance Branch & Regional Managers: Strategic Business Units heads: Insurance Regulators: Distribution Channel agents.

CONFERENCE FEE

ZMW 4,900/\$550 per person

ACCOMMODATION

OPTION 1

Conference Hotel:

Avani Resort

Single ZMW 1,900.00 / \$215

Double ZMW 2,200.00 / \$245

OPTION 2

Chrisma Hotel Livingstone

Single ZMW 1,200.00 / \$135

Double ZMW 1,500.00 / \$166

OPTION 3

Oriental Swan Hotel

ZMW 720,00 / \$80

ACTIVITIES

Golf US\$100 all inclusive

Boat Cruise US\$100 all inclusive

Golfers are advised to check in on the 9th of June 2018

Submission of forms and payment deadline date is 28th May 2018. Any change in a confirmed booking, will attract a 100% cancellation fee.





*price list for activities
available on request*

Helicopter rides



Sunset Cruise



Microlight flights

Livingstone Activities



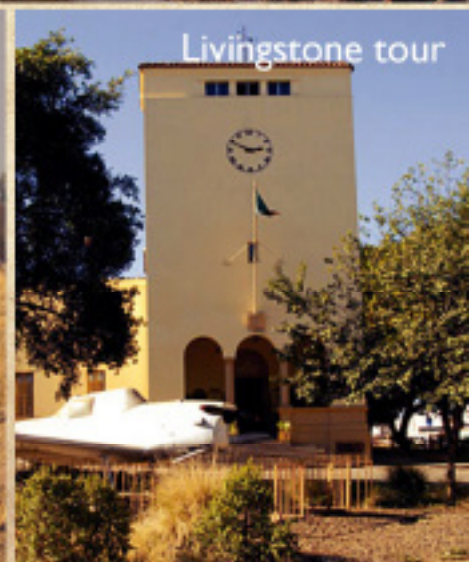
Canoe Safari



Elephant rides



Walking safaris



Livingstone tour