

COURSE OUTLINE

Finance for Non Financial Managers - Insurance

Who is it for?

Those who need to understand the financial implications of their day-to-day decisions to increase the profitability and performance of their business.

This course is suitable for underwriters, brokers and other insurance managers with little or no financial knowledge and aims to equip delegates to improve cost efficiency within their businesses.

What is it about?

This course shows how to interpret key financial statements highlighting the questions and areas that matter. It identifies warning signals that managers need to be aware of and shows how to understand key performance indicators to drive profitability. Delegates will learn how to understand the key financial considerations for an insurance company, allowing them to make the best decisions for their business

What will it cover?

- The Business Cycle: understand how money flows in a business
- Business objectives: use financial data to achieve business targets
- The profit and loss statement, the cash flow statement and the balance sheet
- Economic Value Added (EVA) & Cost of Capital
- Profit vs Cash - Accruals & Prepayments, accrued & deferred income
- Working capital management – where an insurance company gets its profit from
- Cash flow management - the importance of credit control in insurance
- Cost control and reduction
- Incurred But Not Reported, 1 v 3 year & Accident v Underwriting year accounting
- Understanding the reserves in an insurance company (IBNR, IBNER, CHR, CER, ULR etc.)
- Written v Earned Premiums & the Unearned Premium Reserve
- Loss Ratios – Revenue (Basis 1), Combined, Target, Experience & Burn Rates
- Reinsurance to close and triangulation
- Deferred Acquisition Costs
- Budgets & Forecasts

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What will I learn?

- Understanding of financial accounts and reports
- How to use and understand financial concepts specific to the insurance industry
- Analytical skills to interpret financial results using ratios
- Ability to manage budgets more effectively