



**Insurance**  
INSTITUTE OF EAST AFRICA  
— Insurance Education Anywhere Anytime —

## Underwrite Complex Life Insurance Risks

Proceeds Contract Money  
Protection Terms Insurer Costs  
Exclusions LIFE Legal Fraud  
INSURANCE Cost  
Universal Life Variable Life Expenses Premium  
Policy Whole Life Funds Suicide  
Limit Lump Sum Death  
Beneficiary Investment Pay

Online Course

## Overview

This course describes the skills and knowledge required to apply complex risk assessments to the underwriting of a life insurance application.

## Suitability

The course applies to individuals who use specialised knowledge to assess risk and make decisions, within the level of delegated authority in the life insurance industry.



## Module 1: Course Overview

**By the end of this course, you should be able to:**

- Identify non-routine, complex aspects of a life insurance risk
- Review and interpret risk information
- Complete and document a risk assessment in accordance with organisational processes and procedures
- Explore the underwriter's scope of authority
- Determine the appropriate approach to take regarding the risk and establish terms, conditions and premium of contract.

## Module 2: Introduction to Life Insurance

**At the end of this module, participants will have explored: -**

- The major risks covered by life risk policies
- The different types of life insurance products
- Various types of policy ownership
- Regulatory requirements that apply to the life insurance applicant and underwriter
- The role of the underwriter in complex risk assessment

**What is covered**

- Introduction to life insurance
- Components of life insurance contracts
- Legal and regulatory considerations
- Industry regulators for life insurance
- The Life Insurance Code of Practice
- The role of the underwriter

## Module 3: Identifying Complex Life Insurance Risks

**At the end of this module, participants will have looked at: -**

- The different types of life risks
- Interpreting medical information that are associated with complex risks
- Identifying resources to support the review of life risks

### What is covered

- Understanding life risk
- Understanding medical terminology
- Resources for understanding medical conditions

## Module 4: Assessing Life Insurance Risk

### At the end of this module, participants will have explored: -

- Reviewing the application form
- Assessing complex risks and determining different risk factors
- Requesting and reviewing supporting information

### What is covered

- Complex risk factors
- Review and interpret complex risks
- Life risk factors

## Module 5: Establishing the Terms and Conditions

### At the end of this module, participants will have looked at: -

- Establishing acceptability of life risks
- Determining appropriate terms and conditions
- Finalising and issuing life insurance policies according to legislative and regulatory requirements

### What is covered

- Approaches to risk acceptance
- Non-standard rates
- Non-standard exclusions and policy conditions
- Assessing specific medical risks
- Post-acceptance administration



