

TENTATIVE

Channel Strategy & Product Development Course

(Sept. 5 - 12, 2018)

"Channel Strategy & Product Development corresponding to Different Channels"

Date	Detailed Schedule
Sep. 4 (Tue.)	(Participants' arrival in Japan)
5 (Wed.)	A.M.----- Orientation; Opening Ceremony P.M.----- "Overview of Life Insurance Industry in Japan" "Corporate Management Strategy of a Life Insurance Co." Evening----- Welcome Cocktail Reception
6 (Thu.)	A.M.----- "Channel Strategy of a Life Insurance Co." P.M.----- "History and Fosterage & Compensation Structure of Captive Sales Agents"
7 (Fri.)	A.M.----- "Transition of Product Development responding to the Change of Management Environment" P.M.----- "Product Strategy that supports Concept of Total Life Planning"
8 (Sat.)	Day Trip to Hakone area Cultural Exchange Program *Option
9 (Sun.)	Free
10 (Mon.)	A.M.----- "Products and its Sales Strategy for Bancassurance" P.M.----- "Product Development and Strategy for Independent Agents"
11 (Tue.)	A.M.----- "Product Development (Case Study)" P.M.----- Observation Tour of a Branch Office
12 (Wed.)	A.M.----- Group Presentation Closing Ceremony Evening----- Farewell Party
13 (Thu.)	(Participants' departure from Japan)