

Guide to  
the Year 2021

Marketing Strategy for  
Individual Life Insurance  
Course



The Foundation for the Advancement of  
Life & Insurance Around the world

**< FALIA Office >**

Belista Tower 401, 91-1, Kawakami-Cho, Totsuka-Ku,  
Yokohama-Shi, Kanagawa, 244-0805, JAPAN

**1. Outline of the Seminar**

See the separated sheet. The sessions of the seminar are to be held online in Microsoft Teams.

**2. Language to be used in the Seminar**

ENGLISH. Good English ability is required to be able to understand lectures and take part in discussions.

**3. Qualifications for Admission**

\*Departmental general manager, manager or personnel of the same level in charge of the field specified in the subjects of the Schedule.

\*More than 3 years of working experience in life insurance business

**4. Other general requirements**

\*Participation in the capacity of individual is not accepted. All participants shall represent his or her institution. Consequently, recommendation by the responsible person of your institution, Human Resources or Overseas Training Dept. /Div. is preferable.

\*We accept only 1 application from 1 institution.

\*Participants are requested to complete the seminar (full attendance).

\*Recording of sessions is strictly prohibited.

**5. Screening after an application is received**

When the number of applicants exceeds the quota - 20 participants for the Course, there will be a screening by FALIA. We will decide participants in view of following factors in case of exceeding the quota.

\*First-come-first-served

\*Eligibility for the seminar

(e.g. English proficiency, current and past job experience and education, training course, seminar etc.)

\*Balance of countries (as diverse as possible)

**6. Expenses**

FALIA charges no fee or tuition for the seminar.

**7. Certifying Letter of Completion of the Seminar**

To the participants who have completed the online seminar, an official letter certifying the completion of seminar shall be granted after we confirm the submission of the evaluation sheet. The official certifying letter will not be given when the number of attendance days is less than the prescribed full days.

**8. Cancellation of the Seminar**

If the Seminar should be cancelled before the commencement or during the Seminar due to the reason out of FALIA's control, we will inform participants immediately.