



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

(Public Interest Incorporated Foundation)

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June 21, 2021

Online Seminar  
Marketing Strategy for Individual Life Insurance Course  
(September 8 – 10, 2021)

Dear Sir:

In accordance with our annual schedule of seminars for the year 2021, we are planning to hold “Marketing Strategy for Individual Life Insurance Course” to be held online from September 8 through 10, 2021 with the theme of “Channel Strategy & Product Development corresponding to Different Channels”. The number of participants we would accept in this seminar is 20 in total.

We now take pleasure in inviting any appropriate person representing your esteemed institution to participate in this seminar. It is necessary for your representative to satisfy the qualifications for admission. General requirements for application and other important items are stated in the “Guide to the Year 2021 – Marketing Strategy for Individual Life Insurance Course” and so please refer to them without fail in applying.

While every effort will be made to ensure that the course will take place as scheduled, we, FALIA, reserve the right to modify or cancel in whole or in part any of the events due to the reason beyond our control.

The procedure for application is as follows:

- 1) First, please send us an “Application Form” with the necessary information **by no later than July 14.**  
Kindly note that insufficient information of an applicant and any application arriving after this deadline will not be accepted. Also, we cannot accept an individual application without recommendation by responsible person at your institution.  
\* We accept only 1 application from 1 institution.
- 2) Next, based upon the information above and if necessary, after the process of screening, we will decide participants and proceed to the emailing of the formal acceptance letter.
- 3) Once our acceptance letter is sent out after the deadline, communication thereafter will be conducted directly between FALIA and the applicant.

We look forward to hearing from you soon.

Sincerely yours,

Masayuki Tanaka  
Managing Director, FALIA