

# Outline of the Seminar Schedule for the Year 2021 (Tentative)

F A L I A

Target*	Course Title	F o c u s	Major Subjects	Schedule	Date of Notification	Number of Participants Invited
Middle Management	Risk Management Course	Risk Management in Life Insurance Companies	* International Trends of Risk Management Regulations * Asset Liability Management * Product Development and Control of Pricing Risk * Enterprise Risk Management	3 days (Jul. 7 - Jul. 9, 2021) * to be held online	1st - March 29 2nd - April 22	15
	Marketing Strategy for Individual Life Insurance Course	Channel Strategy & Product Development corresponding to Different Channels	*Channel Strategy for Individual Life Insurance *Product Strategy that supports Concept of Total Life Planning *Products and its Sales Strategy for Bancassurance *Product Development and Strategy for Independent Agents	3 days (Sep. 8 - Sep. 10, 2021) * to be held online	1st - May 26 2nd - June 21	20
	FALIA 50th Anniversary		Ceremony *Commemorative Speeches *Short video commemorating the "FALIA 50th Anniversary"  Panel Discussion "What life insurance can contribute to the society in the pandemic?" (Tentative)	1 day (Nov. 9, 2021) * to be held online	1st - Aug. 23 2nd - Oct.	

\* Conditions for acceptance: A. in mainly developing countries and/or regions B. works related to insurance business C. officially recommended by the institution