



EXECUTIVE CERTIFICATE OF PROFICIENCY IN INSURANCE – NAIROBI COUNTY

The Insurance Regulatory Authority (IRA) is the Government agency mandated with regulating, supervising and developing the insurance industry in Kenya.

As part of its developmental agenda, Authority has partnered with the College of Insurance to train, examine and issue certificates in the **Executive Certificate of Proficiency (ECOP)** in Insurance.

The College of Insurance is a public training institution in Kenya with the mandate to carry out training and certification in professional insurance programmes.

Objective of the ECOP programme

The ECOP programme is intended to impart knowledge of insurance to Kenyans at the Counties and enable them earn income through selling insurance. It also aims to encourage them to buy insurance to meet their own needs.

Target group

The programme targets to train one hundred(100) residents of Nairobi County and issue them with Certificate of Proficiency (ECOP) in Insurance. The target group includes, but not limited to, school leavers, community leaders, persons involved in other trades and professions, women group leaders, small traders, leaders of local organizations, and religious leaders who are residents of the county

Benefits of the training to trainees

The training offers many benefits to the trainee. These include:

1. A recognized certificate that will enable one to obtain employment.
2. An additional source of income for those already engaged in other trades.
3. Increased knowledge and understanding of insurance.
4. An opportunity to meet other Kenyans and share experiences.
5. Become an insurance professional.

Cost

The ECOP training and examination is fully sponsored by IRA.

Eligibility

The course is open to resident of Nairobi County who are holders of at least KCSE certificate, over 18 years of age, literate and able to communicate in English and Kiswahili.

Training

The training will be held in Nairobi County for two weeks as follows:

Week 1: Essentials of insurance 11th – 15th February 2019

Week 2: Introduction to insurance practice 18th– 22nd February 2019

Trainees will be examined at the end of each week.

The course will cover life and general insurance including selling skills, micro-insurance, communication, agriculture insurance and takaful (Islamic) insurance.

Graduation& Certification

Successful trainees will be issued with a ECOP Certificate during the graduation ceremony on 23rd February 2019

Licence Fees

The training is fully sponsored by IRA. However, Trainees will be required to pay a fee of Kes.1000 to enable the Authority to licence them as an insurance agent upon successful completion of the training.

Trainees will be advised on how to apply for registration and pay licence in order to operate as an insurance agent.

How to Apply for the Training

Application Forms may be obtained from College of Insurance – Nairobi, located at the South C, next to Red Cross Headquarters, Nairobi County. The form may also be downloaded from the IRA website www.ira.go.ke and College of Insurance website www.coi.ac.ke. **Duly completed forms should be returned to the above office on or before 22nd January 2019.**

Those admitted to the programme will be notified through their mobile telephone numbers.

