

## Individual Life Insurance Marketing Course

( May 20 – May 27, 2015 )

附件一

Date	Time	Schedule	Title of Speaker	Name of Speaker	Place
May 20 (Wed.)	8:45 9:45-10:45 11:00-11:45 11:45-12:20 12:50 14:30-15:35 15:45-16:50	FALLA personnel will meet you at the lobby (Training Center - your accommodation) Orientation Opening Ceremony Lunch Time Leave the lobby for Hibiya, Tokyo "Overview of Life Insurance Industry in Japan" "Corporate Management Strategy of a Life Insurance Co."	(FALLA personnel) Managing Director, FALLA  Deputy Director, Int'l Affairs Dept. The Life Insurance Association of Japan General Manager Corporate Planning Dept.	Manabu Hiraga  Hayato Komada  Kenji Nishimura	Higashi-Totsuka (FALLA Office)  Hibiya, Dai-ichi Life (Hibiya, NB, 6th Fl. - C)  (Hibiya, M.B. S. Fl.)
21 (Thu.)	17:00-18:30 9:30-12:00 12:00-13:30 13:30-16:00	Welcome Cocktail Reception "Marketing Organization and Sales Policy of a Life Insurance Co." Lunch Time "Salesperson System and Field Education System"	Deputy General Manager Retail Management Dept.  Manager Total Life Planning and Sales Training Dept.	Kentaro Tanaka  Ayako Naoi	Higashi-Totsuka (FALLA Office)  Higashi-Totsuka (FALLA Office)
22 (Fri.)	9:30-12:00 12:00-13:00 13:00 14:00-16:00	"Products Development in response to Changes in the Social Environment" Lunch Time Leave the lobby for Hibiya, Tokyo "Observation Tour of Branch Office" Metropolitan Consulting Sales Center	Manager Product Development and Management Unit  General Manager Deputy General Manager Salespersons	Ken Shimmo  Futoshi Sakaguchi Koji Ikemoue (Core salespersons)	Higashi-Totsuka (FALLA Office)  Tokyo, Shin-Yurakucho Bldg. 7th Fl. (Metropolitan Consulting Sales Center)
23 (Sat.)	6:50 7:00-16:00	Leave the lobby (Training Center) Day Trip (Cultural Exchange Program)			
24 (Sun.)		Free			
25 (Mon.)	9:30-12:00 12:00-13:30 13:30-16:00	"Development of Sales Support Infrastructure" Lunch Time "Sales Support System of a Life Insurance Co."	Deputy General Manager, Total Life Planning and Sales Training Dept.  Manager Total Life Planning and Sales Training Dept.	Kei Matsunaga  Shunsuke Itoda	Higashi-Totsuka (FALLA Office)  Higashi-Totsuka (FALLA Office)
26 (Tue.)	9:30-12:00 12:00-13:30 13:30-16:00	"Financial Institution Agency (Bancassurance, Securities Companies) Strategy of a Life Insurance Co." Lunch Time "Medium to Long-Term Marketing Strategy at a Life Insurance Co."	Manager The Dai-ichi Frontier Life Ins. Co., Ltd.  Manager Marketing Strategy Dept.	Akira Takahi  Shunsuke Saito	Higashi-Totsuka (FALLA Office)  Higashi-Totsuka (FALLA Office)
27 (Wed.)	9:00-11:30 11:30-12:00 12:00- 18:00-20:00	"Free Discussion" Closing Ceremony Lunch Time Farewell Party	Managing Director, FALLA	Manabu Hiraga	Higashi-Totsuka (FALLA Office)  Higashi-Totsuka (Training Center, 22nd Fl.)

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附件二

Country	Name	Position	Institution
China	Mr. Zhao Qian	Manager, Sales Management Div., Individual Insurance Dept.	China Life Insurance Co., Ltd.
Indonesia	Ms. Sestiwati	Head, Health Social Security Div., Directorate of Ins. and Health Social Security Supervision	Indonesia Financial Services Authority
Indonesia	Ms. Anindya Kusuma Wardhani	Head, Marketing Dept.	PT Asuransi Jiwa Generali Indonesia
Indonesia	Ms. Liarry	President Director	PT Asuransi Jiwa Mega Life
Indonesia	Ms. Dwi Astuti Susilowati	Business Development Manager, Operational Div.	PT Indolife Pensiontama
Korea	Mr. Choo Sunhoon	Asst. Manager, Channel Marketing Operations Team	Kyobo Life Insurance Co., Ltd.
Malaysia	Mr. Koh Ken Yong	Asst. Vice President & Head, Strategic Business Development Unit, Customer Acquisition Div.	Great Eastern Life Assurance (Malaysia) Bhd.
Philippines	Mr. Michael J. Vilorja	Administrative Officer-III, Budget Div.	Insurance Commission
Philippines	Mr. Allan M. Abaca	Manager – Marketing Consumer Insights & Activation	Pioneer Life Inc.
Sri Lanka	Mr. Pubudu Wimalaratne	Honorary Secretary	Sri Lanka Insurance Institute, The
Sri Lanka	Mr. B. A. Nandalal	Manager, Business Development	Ceylenco Insurance PLC
Sri Lanka	Mr. Ivan Nicholas	Head, Distribution	HNB Assurance PLC
Taiwan	Ms. Ya-Ting Chen (陳雅婷)	Specialist, Life Ins. Supervisory Div.	Financial Supervisory Commission
Taiwan	Ms. Nai-Shih Chen	Assistant Manager, Research & Consulting Dept.	Life Insurance Association of the Republic of China, The
Taiwan	Mr. Kuang-Chieh Liu	Manager, Bancassurance Dept.	Shin Kong Life Insurance Co., Ltd.
Thailand	Ms. Chinnapak Tordamrong	Vice President, Financial Planning	FWD Life Insurance Public Co., Ltd.
Thailand	Ms. Patcharin Tanchalekkul	Vice President, Marketing and Brand Communication	Generali Life Assurance (Thailand) Plc.
Thailand	Ms. Nataya Sukhum	Executive Vice President, Corporate Marketing Div.	Muang Thai Life Assurance Public Co., Ltd.
Uzbekistan	Mr. Ilkhom I. Karimov	Chief Manager, Information Technologies Dept.	"Karfolat" State Joint-Stock Insurance Company
Uzbekistan	Ms. Nargiza R. Ubaydulloeva	Manager, Sales Dept.	"Temiryo'l Life" LLC Insurance Company

Total number of participants : 20

Observer: Ms. Saori Nakamura  
Ms. Megumi Matsuo

(Associate, Quality Management Promotion Dept., The Dai-ichi Life Insurance Co., Ltd.)  
(Associate, Claim Administering Dept., The Dai-ichi Life Insurance Co., Ltd.)

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