

***A Diploma qualification is the industry benchmark for a competent practitioner. NIBA College offers a number of diploma programs by coursework or senior professional assessment for specialists across the industry.***

## ***Insurance Broking Diploma by Coursework***

NIBA College offers Diploma courses for brokers and general and life insurance advisors. NIBA College's flagship course is the Diploma of Insurance Broking which covers the skills and knowledge requirements to work as a practicing general insurance broker. There is also a Tier 1 Life Insurance Upgrade available. This qualification is undertaken in two blocks of study comprising 3 modules each.

### **Diploma of Insurance Broking**

#### **BLOCK 1: TIER 1 INSURANCE BROKING**

This block covers the core insurance broking skills required for ASIC Tier 1 accreditation as an Insurance Broker. The focus is on retail insurance in either the general or life broking area.

1. ***Essential Knowledge for Insurance Brokers*** covers an overview of the industry, risk insurance products and insurance and other legislation impacting the broking role.
2. ***Insurance Advice Skills*** covers the full range of Tier 1 advice skills from the initial client contact through to delivering personal advice and completing the insurance transaction. The focus is life or general insurance policies for retail clients.
3. ***Insurance Broking Advice Services*** covers the specialist advice skills required of insurance brokers including risk assessment, managing insurance program changes, and monitoring client risks and service needs.

#### **BLOCK 2: INSURANCE BROKING PRACTICE**

This block takes the broker from Tier 1 to the level of a fully competent insurance broker dealing with complex clients and risk situations, particularly in the commercial and wholesale area.

4. ***Client Services for Insurance Brokers*** covers the skills to develop a professional client relationship which takes account of the industry guidelines and ethical standards relating to the broking role.
5. ***Managing Complex Clients*** covers the skills to manage clients with significant risks and to assess and negotiate complex risk portfolios at renewal. There is also a focus on dealing with negotiating complex claims settlements for clients.
6. ***Research and Presentation Skills*** covers the skills needed to undertake research relevant to clients and the business, and to analyse and present information and data in a relevant and effective way.

## ***Diploma Level Insurance Courses***

NIBA College also offers ASIC Tier 1 accreditation short courses for authorised representatives working as general or life insurance advisors in insurance companies, banks and other financial services organisations.

### **Tier 1 Insurance Advisors Course**

This course covers the ASIC required insurance advisor skills for those in the general or life insurance sectors. It covers retail product knowledge and the skills to establish a relationship with the client, prepare and deliver advice and manage ongoing client relationships.

### **Tier 2 to Tier 1 Insurance Upgrade Course**

This short course is for advisors who have already attained ASIC Tier 2 general insurance accreditation and seek to upgrade to the Tier 1 general insurance advisor level. The program focus is on higher level advisor skills, particularly the personal sickness and accident product.



## ***Diploma by Senior Professional Assessment (SPA)***

SPA is suited to practitioners who have been working in the industry for some time and seek to have their skills and knowledge recognised through the award of a diploma qualification. NIBA College is an industry leader in this area. As an SPA candidate you work closely with your NIBA College assessor who will provide detailed guidance on how to prepare and present evidence of your competency in your chosen field.

Not only do you gain formal recognition of your capabilities but many find that SPA is an excellent professional development program for practitioners at their level.

SPA offers many program options for practitioners including:

- ASIC Tier 1 accreditation for general and life insurance brokers and advisors and financial planners
- Reinsurance or claims brokers
- Specialists in general and life insurance organisations and broking firms including those in business development, compliance, claims, underwriting, medical claims, and product manager roles
- Risk managers

## ***Shorten your study time by attending Diploma Workshops***

Workshops are offered for both Diploma study blocks and cut down the study time significantly. NIBA College workshop classes are small and led by our expert trainers who provide plenty of opportunities for participant interaction. The four day Tier 1 workshop is the fastest way to attain Tier 1 compliance which can be completed in less than seven weeks.

The five day Insurance Broking Practice workshop covers the Diploma Block 2 modules and is a little longer because more advanced broking skills and knowledge are covered. Like the Tier 1 workshops, the time to finish the Diploma can be greatly reduced and participants benefit from the learning opportunities provided in the classroom setting.

## ***Professional Recognition***

The College awards several levels of professional membership recognition to individuals completing diploma courses, including the industry benchmark designation for a competent, qualified broker - Qualified Practising Insurance Broker or QPIB.