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COURSE BROCHURE

Insurance Essentials for Bank Credit and Collateral Teams Training Course

24 – 28 May 2027
Dar es Salaam

Insurance Essentials for Bank Credit and Collateral Teams Training Course

Ref: 2795_107102 **Date:** 24 – 28 May 2027 **Location:** Dar es Salaam **Fees:** 5300 GBP

Insurance Essentials for Bank Credit and Collateral Teams is a 1-week training course for credit analysts, collateral officers and bancassurance advisers who must judge whether a borrower's insurance protects the bank, ending with a borrower insurance cover review. Lenders now depend on insured assets, insured income and insured lives to secure repayment, so gaps in cover turn directly into credit losses. Jupiter Prime Training offers insurance essentials for bank credit and collateral teams.

Why Insurance Essentials for Bank Credit and Collateral Teams Matter Now

Three pressures bring insurance onto the credit desk. Climate-related flood, storm and fire losses are rising, and insurers respond with higher deductibles, narrower wordings and exclusions that borrowers rarely read. Credit portfolios hold more property, equipment and project loans whose value rests on an insured asset staying intact. Auditors and risk committees also ask banks to prove that pledged collateral is insured for the right amount, with the bank named. A lender that checks sums insured, loss payee wording and renewal dates recovers after a loss; one that files certificates unread can find its security worthless.

Who Gains Most from Insurance Essentials for Bank Credit and Collateral Teams

- Credit analysts who assess repayment risk on secured corporate and retail loans
- Collateral officers who perfect and monitor pledged property, vehicles and equipment
- Bancassurance advisers who arrange credit life and asset cover for borrowers
- Loan administration staff who track policy renewals and endorsements
- Recovery officers who pursue insurance proceeds after a borrower's loss

A credit department whose analysts, collateral unit and bancassurance desk attend together gains most.

Insurance Essentials for Bank Credit and Collateral Teams Capabilities

Participants learn to read a policy schedule as a lender would.

- Apply insurable interest, indemnity and utmost good faith to a borrower's policy — credit approval
- Assess sums insured against reinstatement value and loan exposure — collateral officer
- Specify loss payee, assignment and non-vitiation clauses for the bank — legal documentation
- Weigh exclusions, deductibles and conditions that could void a claim — credit committee
- Calculate the effect of underinsurance and average on a recovery — recovery officer
- Test an insurer's claims-paying strength and reinsurance support — counterparty limit

Key Insurance Essentials for Bank Credit and Collateral Teams Terms

- Insurable interest — a financial stake in the insured asset or life.
- Sum insured — the maximum amount an insurer will pay under a section of the policy.
- Loss payee clause — wording that directs claim proceeds to the lender up to its outstanding interest.
- Average — a condition reducing a claim in proportion when the sum insured is below the true value.
- Business interruption cover — insurance replacing lost gross profit while a damaged business recovers.
- Reinsurance — insurance bought by an insurer to share large or concentrated risks.

Insurance Essentials for Bank Credit and Collateral Teams Day by Day

Day 1: How Insurance Protects a Loan

- Risk Pooling and Premium Logic — Why Insurers Accept Borrower Risks
- Core Insurance Principles — Insurable Interest, Indemnity and Utmost Good Faith
- Insured Assets, Income and Lives — Mapping Cover to Loan Security
- Lender Insurance Requirements — Setting Conditions in Facility Letters
- Insurance Gaps in Past Defaults — Lessons for Credit Approval

Day 2: Reading Policy Wording

- Policy Schedule Anatomy — Insured, Period, Sections and Limits
- Insuring Clauses and Exclusions — What a Policy Will Not Pay
- Deductibles and Policy Conditions — Breaches That Can Void a Claim
- Loss Payee and Assignment Wording — Securing Proceeds for the Bank
- Non-Vitiation and Notice of Cancellation Clauses — Protecting the Lender

Day 3: Property, Liability and Credit Life Cover

- Property Damage Cover — Reinstatement Value Versus Market Value
- Business Interruption Cover — Protecting Cash Flow for Debt Service
- Engineering and Contractors' All Risks — Insuring Project Loans in Construction
- Liability Cover — Third-Party Claims That Threaten Repayment
- Credit Life and Mortgage Protection — Bancassurance Cover for Borrowers

Day 4: Underwriting, Claims and Insurer Strength

- Underwriting Questions and Disclosure — How Pricing Shapes Borrower Cover
- Underinsurance and Average Calculations — Estimating the Lender's Shortfall
- Claims Notification and Loss Adjustment — The Bank's Role After Damage
- Reinsurance Support — How Large Risks Are Shared
- Insurer Financial Statements and Ratings — Judging Claims-Paying Ability

Day 5: Practising the Borrower Insurance Cover Review

- Case Borrower Loan File — Applying the Security-to-Cover Map
- Policy Wording Test — Spotting Exclusions and Missing Bank Clauses
- Sum Insured Check — Applying Average to a Loss Scenario
- Renewal and Endorsement Tracker — Keeping Cover Live Through the Loan
- Borrower Insurance Cover Review — Findings and Required Remedies

Applying Insurance Essentials for Bank Credit and Collateral Teams After the Course

- Test five secured loan files against the policy wording checklist.
- Recalculate sums insured on one property portfolio against reinstatement values.

Insurance Essentials for Bank Credit and Collateral Teams Questions FAQ

What are insurance essentials for bank credit and collateral teams and why do they matter now?

They are the insurance principles, policy wordings and claim rules a lender needs to judge borrower cover. They matter now because rising property losses and tighter wordings leave more pledged assets underinsured.

Which roles gain most from insurance essentials for bank credit and collateral teams?

Credit analysts, collateral officers and bancassurance advisers gain most. Loan administration and recovery staff also benefit.

How does a course on insurance essentials for bank credit and collateral teams differ from an insurance underwriting course?

It reads insurance from the lender's side rather than the insurer's. An underwriting course teaches how to accept and price risks; this one teaches how to check that a borrower's cover protects the bank's security.

What do you bring back from insurance essentials for bank credit and collateral teams training?

You bring back a borrower insurance cover review for one case loan. It lists wording findings, a sum insured check and required remedies.

Insurance Essentials for Bank Credit and Collateral Teams: The Way Forward

The borrower insurance cover review informs the first decision a credit committee faces on a secured loan: approve, or approve only once cover is corrected. Collateral officers use it at drawdown and at each renewal. After the first claim on a reviewed loan, revisit how quickly proceeds reached the bank, because payment speed shows whether the loss payee wording truly works.