



# Associate Digital Insurer

A mini-MBA in Digital Insurance BE PART OF THE FUTURE WITH TDI ACADEMY





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### **Overview**

This deck provides an overview of the ADI Programme, including the Programme format, curriculum and who it's targeted at, and our feedback and lesson review process. The Insurance Industry, like many others, is going through significant change with a notable shift of consumer behaviours on one side and the development and advancement of new technologies on the other. Digital transformation is therefore a key priority for insurers.



Insurers need to adapt to these changes and accelerate their digital transformation efforts. Having the right culture and upskilling the workforce are critical to success.

TDI Academy maintains a rigorous approach to quality by collecting and analysing feedback from every participant and every lesson. Alongside our own internal review methodology, the feedback is used to enhance the Programme content on an on-going basis to ensure material is up-to-date and relevant – a critical factor in the fast-paced world of technology.

#### VIEW THE ADI ONE PAGE SUMMARY

D ATE LINSURER

Chartered Insurance Institute The ADI Programme is the world's first virtual professional "mini-MBA" in Digital Insurance designed to bring together Insurance Professionals and Executives who are interested in learning how to transform the insurance industry in a digital world. 7 Courses covering all areas of digital insurance consisting of 56 one-hour lessons of online content delivered by experienced insurance industry professionals and experts.

Programme content is a balanced mix of theory and practice with strong emphasis on case studies and application of learning in order to support vocational nature of Programme.

A blend of pre-recorded lesson material which participants consume in their own time and instructorled sessions which are held weekly over 7 months designed to encourage active discussion amongst participants.

ADI is also accredited by the Chartered Insurance Institute (CII), which demonstrates the quality of learning and confirms it meets CII member CPD scheme requirements.

## **Introducing The Digital Insurer (TDI)**

PURPOSE

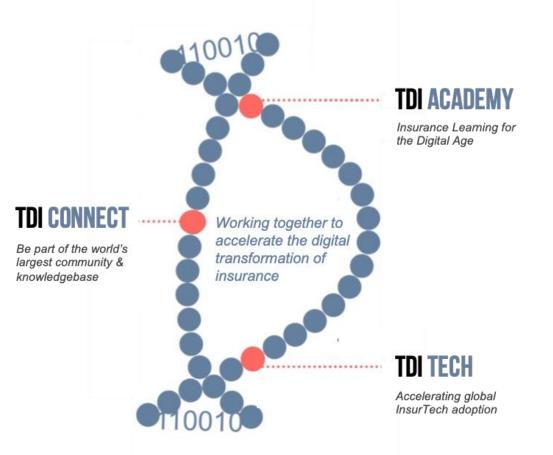
Working together to accelerate the digital transformation of insurance

#### VISION

To be the world's leading digital insurance platform for individuals and companies, with the most valuable knowledge base and most engaged community

VALUES

Collaboration • Reliability • Agility • Diversity • Value-delivery • Innovation • Trust









<sup>\*</sup>Lesson videos captioned in 20 languages and multilingual interface



# The TDI Academy Experience

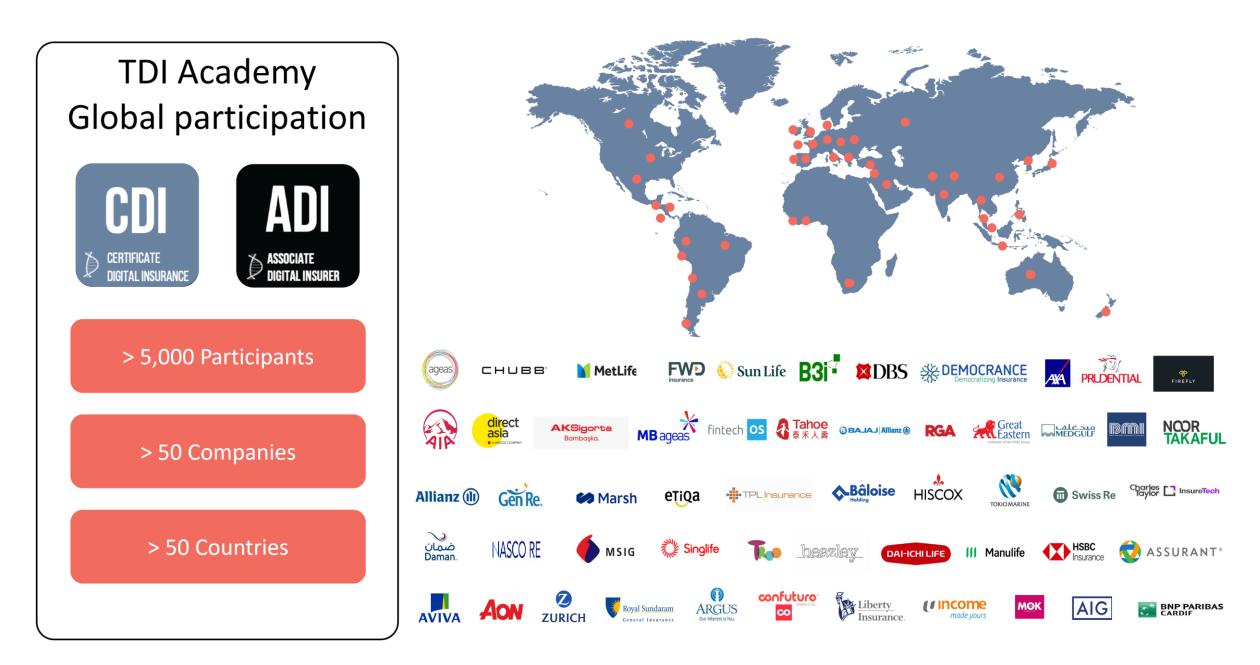


Interactive videos, multiple choice tests, lessons delivered by a variety of industry experts, available anytime and anywhere.

Watch TDI Academy Experience video here.







# 270+ ADI participants, 34 countries & 36 companies & 6 completed cohorts to date (and counting)





The world's first virtual "mini-MBA" and business qualification in digital insurance designed to bring together Insurance Professionals and Executives who who are interested in learning how to transform the insurance industry in a digital world.

Chartered Insurance Institute

Accredited

"The ADI course has fundamentally re wired my brain, it is one of the best investments I ever made."



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ADI Feedback from 7 completed Cohorts, >270 Participants and >5,000 individual ratings



To date, > 70% of ADI Participants say they have learnt a lot or a significant amount



#### PROGRAMME OVERVIEWPROGRAMME



18-25 hours per month, for 7 months

#### DURATION:

CORE BENEFITS: - 100% virtual and on-demand, 24x7

- Cohort-based
- Weekly live discussion groups to discuss content and engage with other participants and Programme mentors
- Business-related assignments

Click icon to visit Programme page- Quick-fire multiple-choice questions after each lesson

### Associate Digital Insurer IDEAL FOR:

Heads of function or business units, high performers,

A mini-MBA and business qualification in digital (future) senior leaders, team leaders, and digital insurance, and lifelong learning and professional technology and innovation specialists from all functions. *membership of a global alumni network*.

VIEW THE ADI ONE PAGE SUMMARY

Key is willingness to commit to Programme duration.

RATES:

- US\$3,750 per pax

- Discounts available for TDI Enterprise packages



### Curriculum for ADI Programme

#### \*Click on lesson and course title for more info

Course 1 our changing world	Course 2 TECH ENABLERS	Course 3 DATA & ANALYTICS	Course 4 VALUE CHAIN INNOVATIONS	Course 5 NEW DIGITAL BUSINESS MODELS	Course 6 Customer experience & marketing	Course 7 STRATEGY & TRANSFORMATION
1.1 4 <sup>th</sup> Industrial Revolution	2.1 Tech Trends In Insurance	3.1 The Power Of Data	4.1 Sales Tools For Insurance Agents	5.1 Platform & Ecosystems	6.1 Customer Experience	7.1 Why Strategy Beats Execution
1.2 Our Connected World	2.2 AI, Machine Learning, & RPA	3.2 Python Basics	4.2 Underwriting – Life & Health	5.2 Microinsurance	6.2 Direct Digital Marketing	7.2 Regulations & Ethics in a Digital World
1.3 The Power Of Social	2.3 Blockchain	3.3 Python Intermediate	4.3 Underwriting – Property & Casualty	5.3 On-Demand Insurance	6.3 Data-led Marketing	7.3 Transforming the Old vs. Building the New
1.4 Changing Consumer Behavior	2.4 loT	3.4 Data Visualization & Example Tools	4.4 Product Development	5.4 Comparison Sites	6.4 MarTech	7.4 Partnership in a Digital World
1.5 The Future of Insurance	2.5 Chat & Voice	3.5 Machine Learning	4.5 Service & Administration	5.5 Community, Affinity, & Peer-to-Peer	6.5 The Power of Content	7.5 Change Management as a Discipline
1.6 Why Data Is King	2.6 Immersive Technologies	3.6 D&A Use Cases – Property & Casualty	4.6 Claims – Life & Health	5.6 Health & Wellness	6.6 Omni Sales & Service	7.6 Agile & Lean Basics
1.7 Cloud Crushes Cost	2.7 API's & Microservices	3.7 D&A Use Cases – Life & Health	4.7 Claims – P&C	5.7 Commercial	6.7 Customer Life Time Value & Customer Advocacy	7.7 Cultural Change for a Digital World
1.8 Insurance Rebooted	2.8 Tech Architecture Best Practices	3.8 Predictive Modelling	4.8 Implementing Value Chain Innovations	5.8 Building New Digital Business Models	6.8 Out-of-Industry Examples	7.8 How to Succeed When Most Transformations Fail



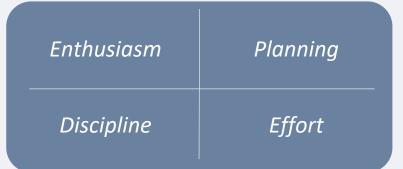


Strategy Meets Action		OB1 Consulting	Swiss Re	The Digital Insurer	Digital Insurance LatA	m Inzsure Pte.Ltd	Transformation Specialist	The Digital Insurer	Microsoft
Swiss Re		Google				КРМС		Google	
YANNICK EVEN Global Analytics Business Partner Swiss Re APAC	MARK BREADING Partner and Chief Research Officer, Strategy Meets Action	JAMES COGHILL Industry Manager, Finance, Google	HÉLÈNE STANWAY President & Co- Founder SENSE	HARISH AGARWAL CX Solution Lead, Qualtrics	JOËL BASSANI CEO & Founder, Jinbee CDI+,France Lead		DUNCAN MINTY	THOMAS CHAN Insurance Sector Lead, Google Cloud	FREDERIK BISBJERG Executive Vice President- Digitalization Innovation, Daman National Health Insurance Company
		11	ENSE	qualtrics <sup>3M</sup>	CDI+Latam				ناریخ نالمخ Daman

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### **Core Requirements**

### Formula for Success for ADI Programme



>95% of committed learners should pass the ADI Programme

Completion of all 56 lessons across 7 Courses Includes quizzes and feedback after each lesson

Commitment of 18-25 hours a month Courses with 8 lessons are released monthly

#### Attendance in weekly Discussion Groups

- 2 Lessons a week are discussed with mentors and industry experts
- Minimum requirement of attending 2 per Course

Completion of Assignments

- Minimum of 4 Assignments throughout the Programme that they can select from; allow 8-12 hours per assignment

 $\checkmark$ 



### **ADI Programme Key Points**

#### Breadth vs. Niche

Our Programme is deliberately broad and it is designed as a 'mini-MBA' which covers a breadth of relevant subjects in the area of digital insurance, rather than deep-diving into niche areas.

#### Prior Knowledge of Topics

The Programme is designed to cover domain-specific topics at a level that is sufficient for someone who has no prior knowledge of said topics, but would benefit from a better understanding of these aspects of the business beyond their own areas.

#### Participating Departments

Due to the breadth of the Programme, participants come from all core insurance functions such as IT, Sales/Marketing, HR, Underwriting, Finance, and more.

#### Participant Job Levels

The Programme is well-suited for heads of functions of business units, digital specialists, high-potentials, and senior leaders who will benefit from a wider view of business opportunities presented by digital platforms, as well as an enriched dialogue with industry peer groups.



# ADI Programme Differentiators

#### 1. Digital First

Convenient, instant access to pre-recorded lessons from industry experts around the world. Live weekly group discussions with mentors & industry experts each week. Global knowledge with zero travel time.

#### 2. Insurance Relevant

Packed with insurance use cases, case studies, examples, and business-related assignments. All are aimed to level-up digital insurance skills and awareness across the company.

#### 3. Outward-looking

Bringing in out-of-industry insights whenever relevant. 56 hours of content from close to 30 industry experts ensure diversity of views and quality of insights.

#### 4. Constantly refreshed

Rolling schedule to update our material

#### 5. More than knowledge and learning

Joining a peer group community of ADI alumni as well as the broader TDI member base of 40,000 people around the world.



# How will participants

# benefit?

Deeper understanding of digital insurance

- New skills & new perspectives on digital insurance
- Practical knowledge to advance careers
- Strategic insights

#### Access to lifelong learning

- TDI knowledge base
- Programme access for 12
  months after completion

### Recognised internally and externally

- Assessed
- Leading to professional designation
- Digital badge, certificate, & plaque issued upon completion

### Access to professional network

- Global connectivity
- TDI Academy Alumni Use your qualification with pride to help accelerate the

#### digital transformation of insurance.

Help your company, boost your career, and ensure you stay at the top of your game.



#### Digital Badge

MILITAL INSURER ADD MORE MORE Successful Programme Completion Certified







## **Weekly Discussion Groups**

#### Active participation is part of the Programme

- Weekly Discussion Groups are not lectures
- Minimum attendance of 2 per course
- Most attend all
- Progress call out each week-keeping up to speed
- Use Chat to ask questions make comments and connect with participants
- Monthly extended 90-minute session-to include break outs, networking and small group interaction

The more you commit - the more you get out of ADI

# Business-Related

### Assignments

FORMAT:

#### FORMAT:

- 1 hour (every 4<sup>th</sup> session is 90 mins)
- Participants attend via Zoom
- Review 2 lessons per session
- Industry experts attend if possible
- Q&A and discussion
- Sometimes a poll
- Weekly news item from recent news
   to discuss
- Programme updates
- 1-3 Course mentors for each session

#### FREQUENCY:

- 4 per course–1 hour; every 4<sup>th</sup> session is extended 90 min session
- 28 in total for the Programme
- Must attend a minimum of 2 per Course
- For March 2023, Weds @ 5pm SG and 11am CET

- For the March-23 cohort, these will be held on a Weds at 5-6pm SG / 11-12pm CET with every 4<sup>th</sup> session being an extended 90-minute session
- Cohort kick off will be on 8<sup>th</sup> March 2023 for 90 mins to go through the programme in detail with participants
- First live Discussion Group will be held on 15th March 2023 at 5-6pm SG/ 10-11am CET



- 1 per Course, 7 in total•
- Participants must complete a minimum of 4• during
   Programme
- Business related:
- Course 1: Essay (compulsory)
- Course 2: Case study
- Course 3: Essay or practical hands-on exercise
- Course 4: Case study
- Course 5: Case study
- Course 6: Essay
- Course 7: Business plan (compulsory)
- Lots of choices you can pick areas of interest
- 8-12 hours to complete each assignment
- Clear instructions on each assignment— including templates and guidelines

#### the DEADLINES & RULES

- Courses 1 and 7 are mandatory
- Deadlines are strict—Up to one week extension with a reason
- Must complete all lessons, pass quizzes, and complete lesson and course feedback before submitting assignment

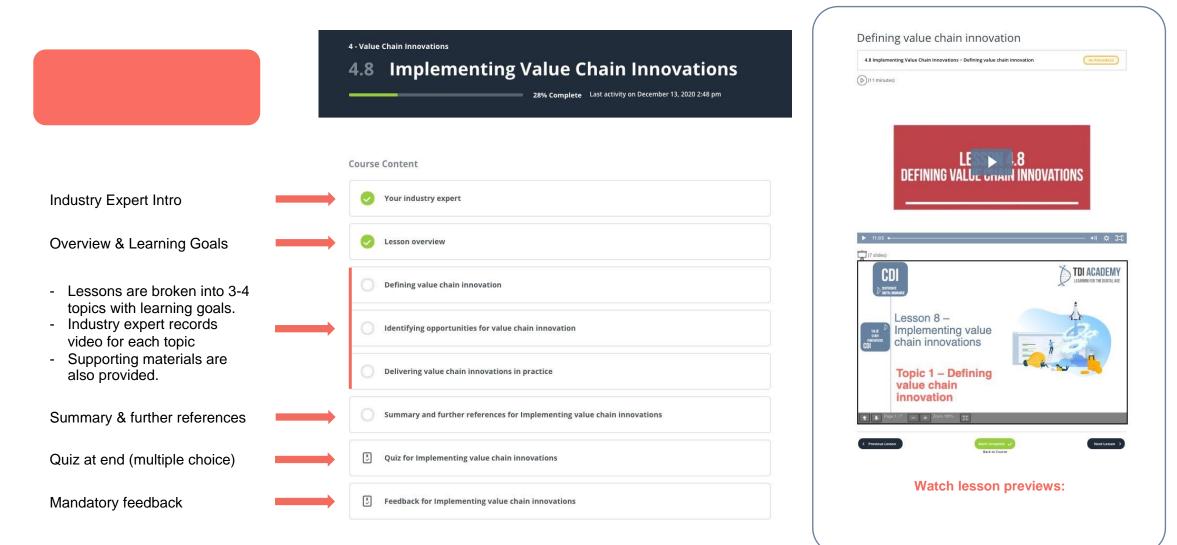
#### MARKING

- Marked independently by 2 markers
- Pass or fail within 21 days of submission
- You receive feedback on each assignment
- Option to resubmit within one month of you fail the first time

- Minimum of 4 assignments throughout the Programme to pass
- Allow 8-12 hours to complete each assignment



## What does a lesson look like?



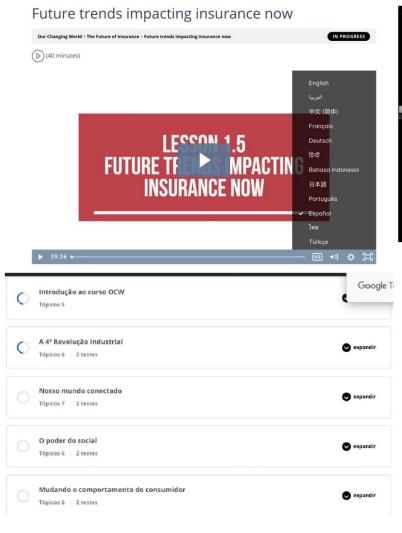


# **Multilingual lessons available**



Lesson videos captioned in 20 languages and multilingual interfaces:

ARABIC	INDONESIAN	RUSSIAN
CHINESE	ITALIAN	SPANISH
DUTCH	JAPANESE	TAGALOG
ENGLISH	KOREAN	THAI
FRENCH	MALAY	TURKISH
GERMAN	PORTUGUESE	VIETNAMESE
HINDI	POLISH	





#### Feedback do curso para OCW

Nosso Mundo em Mudança > Atribuição de fim de curso e diário de impacto > Feedback do curso para OCW

T1. Em uma escala de 1 a 10, sendo 10 o valor mais alto, quão satisfeito você está com os materiais do curso?

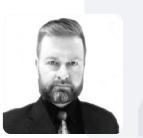
Não satisfeito O 1 O 2 O 3 O 4 O 5 O 6 O 7 O 8 O 9 O 10 Muito satisfeito

2º trimestre. Por favor, dê-nos sugestões para melhorar os materiais do curso.

Digite sua resposta aqui



### **Testimonials**



The ADI course has fundamentally re-wired my brain. It is one of the best investments l've ever made

Andrew Ogura

Group Digital Strategy Singapore



#### lear from our Alumni

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For anyone with a desire to up-skill in order to truly understand the changes taking place in the insurance industry, I can highly recommend investing time to the ADI Programme

Emma Ines Head of Operations, Governance & Assurance MetLife Hong Kong



Review more testimonials from participants

https://www.the-digital-insurer.com/tdi-academy/participanttestimonials-adi

It was a thoroughly enjoyable experience to get this deeper understanding of our ever changing digital world, with a strong emphasis on real world implementation

> Kevin Purcell Head of Operational Excellence, Zurich

A fulfilling learning journey for me – supported by credible mentors, an engaged cohort of participants, and exciting relevant content on digital in insurance

Monica Lacanilao

HR Business Partner, Sun Life Hong Kong





#### COURSE LESSONS

**1.1 The 4th Industrial Revolution** The new frontier

**1.2 Our Connected World** The rise of technology and its impact

**1.3 The Power of Social** Social behaviour and technology and the impact on insurance

**1.4 Changing Consumer Behaviours** Changing behaviour and increasing consumer expectations

**1.5 The Future of Insurance** Latest technological developments and implications

**1.6 Why Data is King** Data led insights and actions will be the norm

**1.7 Cloud Crushes Costs** How cloud-based services are changing the cost vs service trade-off

**1.8 Insurance Re-booted** Why and how does the insurance industry need to change?



# **Our Changing World**

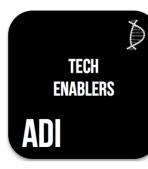
#### OVERVIEW

The world is changing rapidly in the 4<sup>th</sup> Industrial Revolution.

Just as out personal lives are changing, so are our professional lives. We are on a journey and the destination is not yet clear.

As committed lifelong learners, you will be well-positioned both personally and to help your company navigate and thrive in this new environment.





#### COURSE LESSONS

**2.1 Tech Trends in Insurance** Trends of technology impacting insurance

**2.2 AI, Machine Learning and RPA** Turning data into actionable insights

**2.3 Blockchain** From crypto to DLT in one hour

**2.4 IoT** How IoT is helping to transform insurance

**2.5 Chat & Voice** Latest technological developments and implications

**2.6 Immersive Technologies** Early stage use cases and potential for Virtual & Augmented Reality

**2.7 APIs & Microservices** The hidden tech helping insurance transform

**2.8 Tech Architecture Best Practices** Exploring the tech stacks that are replacing legacy systems



## **Tech Enablers**

#### OVERVIEW

Tech is changing at an exponential pace. It is difficult even for technology professionals to keep up – let alone most of us.

Tech Enablers aims to explain some of the key technologies transforming insurance and provide some example use cases we are seeing in the industry





#### COURSE LESSONS

**3.1 Power of Data** Data trends and business value as well as management and governance of data

**3.2 Python Basics** Get hands on with some basic coding

**3.3 Python Intermediate** Explore structured data with Pandas and complete a basic model

**3.4 Data Visualisation & Example Tools** Importance of visualisation tools and hands on session with Tableau

**3.5 Machine Learning** Understand terminology and apply to use cases. Supervised and unsupervised learning algorithms

**3.6 D&A for Property & Casualty** Focus on Property & Casualty use cases

**3.7 D&A for Life and Health** Focus on Life and health use cases

#### **3.8 Predictive Modelling** Overview of predictive modelling including the basics, techniques and industry use cases



### **Data & Analytics**

#### OVERVIEW

If Data is the new oil, then analytics is the Production Facility.

In this Course, we aim to bring the subject to life with some hands-on experience as well as industry use cases.

The Industry Experts for this programme include:

- Four lessons led by Xccelerate, a specialist in D&A training
- Two lessons led by a Swiss Re subject matter expert
- Two lessons led by Pat Saporito a published author and specialist in D&A for insurance





COURSE LESSONS

**4.1 Sales Tools for Agents** Tools for agents in a digital world

**4.2 Underwriting – Life & Health** Data is transforming the life and health industry

**4.3 Underwriting – Property & Casualty** And it is doing the same for P&C

**4.4 Product Development** New products are at the heart of digital transformation

**4.5 Service & Administration** How digital is improving customer service and back office administration

**4.6 Claims – Life & Health** Explore how digital is improving this most important moment of truth for life and health

**4.7 Claims - Property & Casualty** And see how the same is happening in the P&C arena

**4.8 Implementation Value Chain Innovations** How to execute a value chain initiative



## **Value Chain Innovations**

#### OVERVIEW

The insurance value chain can be broken into components or a "supply chain" and includes sales, marketing, underwriting and claims.

In this course, we will examine how digital can help transform different parts of the value chain – hence the course name: Value Chain Innovations.

Each lesson includes use cases and case study examples.





COURSE LESSONS

**5.1 Platforms and Ecosystems** Scalable businesses with insurance embedded

**5.2 Microinsurance** How digital is changing microinsurance

**5.3 On-Demand** Bite-sized insurance offering immediate cover in the sharing economy

**5.4 Comparison Sites** The rise of comparison sites and future potential

**5.5 Peer-to-Peer & Community** How digital is leading to a new wave of mutual insurance models

**5.6 Health & Wellness** How new ecosystems are being developed that change the life & health industry

**5.7 Commercial Insurance** New digital business models in commercial insurance

#### 5.8 Building New Digital Business Models

How to build a new digital business model (more in Strategy & Transformation)



### **New Digital Business Models**

#### OVERVIEW

Digital is not just about improving efficiency but is opening up entirely new types of insurance and how it can be combined with other products and services.

In this course, we will examine how digital is allowing the creation of a wide range of new business models – some of these are very new whilst others are well established in some parts of the world.

Each lesson includes use cases and case study examples.





COURSE LESSONS

**6.1 Customer Experience** How digital enables new focus on improvement customer experience

**6.2 Direct Digital Marketing** The latest trends on direct marketing

**6.3 Data-led Marketing** Data at the heart of modern marketing

**6.4 MarTech** How technology is changing the shape of marketing

**6.5 The Power of Content** The importance of content to engage and raise awareness with customers

**6.6 Omni Sales & Service** How digital is leading to a new wave of mutual insurance models

**6.7 Customer Life Time Value & Customer Advocacy** Taking a new look a building long term relationships with customers

**6.8 Out-of-industry Examples** What we can learn from out of industry use cases



### **Customer Experience & Marketing**

#### OVERVIEW

Customer adoption of digital means the industry needs to adopt new means of communicating and engaging with more demanding customers.

In this course we look at digital marketing tools as well as new methods for engaging with customers as well as some out of industry examples.

Each lesson includes use cases and case study examples.





COURSE LESSONS

**7.1 Why Strategy Beats Execution & Strategic Planning Tools** Strategy as a key success factor

**7.2 Ethics and Regulation in a Digital World** An opportunity to stand back and reflect on important principles

**7.3 Transforming the Old vs Building the New** Looking at this classic challenge

**7.4 Partnerships in a Digital World** The increasing importance of partnerships

**7.5 Change Management as a Discipline** The importance of change management to help transformation efforts

**7.6 AGILE & LEAN Basics** Operational implementation techniques

**7.7 Cultural Change for a Digital World - Digital as DNA** How to bring along the entire company on the digital journey

**7.8 How to Succeed When Most Transformation Fail** Wrapping it all up in a 90-minute webinar



### **Strategy & Transformation**

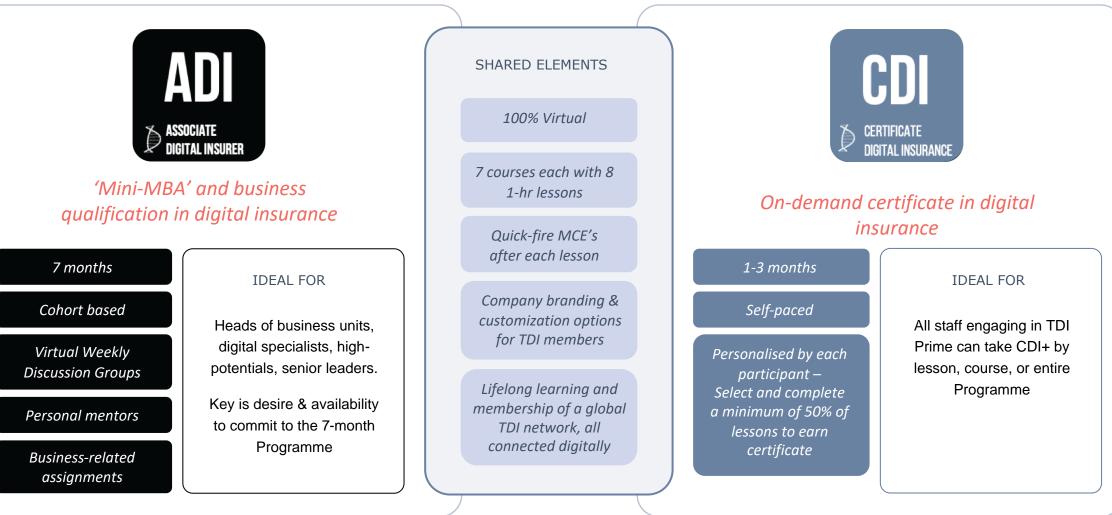
#### OVERVIEW

We aim to pull together the learning to focus on both the what (strategy) and the how (transformation).

In this lesson we move away from technology and firmly into how to think strategically to ensure success and what is needed for successful implementation.

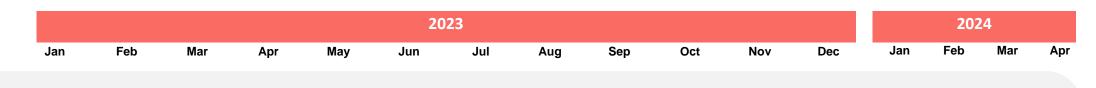


### **Core Programmes Comparison**





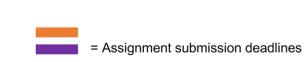
### **Programme Schedule 2023**



Cohort 10: 8<sup>th</sup> Mar 2023 – 4<sup>th</sup> October 2023 Virtual Mini-MBA Complete in 7 months



### **ADI Programme Cohort 10**



Mar-23	Mar- Apr-23	Apr-May-23	May- Jun-23		
• 8/3 – Kick off & programme start	• 15/3 – OCW DG 1	• 12/4 – TE DG 1	• 10/5 – D&A DG 1		
Kick-off webinar 5-6:30pm SG	• 22/3 – OCW DG 2	• 19/4 – TE DG 2	• 17/5 – D&A DG 2		
• 8/3 - OCW Course released	• 29/3 – OCW DG 3 [Note time change	• 26/4 – TE DG 3	• 24/5 – D&A DG 3		
	for CET to 11-12pm]	• 3/5 – TE DG 4 (90 mins)	<ul> <li>31/5 – D&amp;A DG 4 (90 mins)</li> </ul>		
	• 5/4 – OCW DG 4 (90 mins)	• 3/5 – D&A Course released	31/5 – Value Chain Innovations		
	5/4 – Tech Enablers Course released	10/5 – TE Assignment deadline	Course released		
	12/4 – OCW Assignment deadline     (mandatory for all)	(optional assignment)	<ul> <li>7/6 – D&amp;A Assignment deadline (optional assignment)</li> </ul>		
Jun- Jul-23	Jul-Aug-23	Aug-Sep-23	Sep-Oct-23		
• 7/6 – VCI DG 1	• 5/7 – NDBM DG 1	• 9/8 – CEM DG 1	• 6/9 – S&T DG 1		
• 14/6 – VCI DG 2	• 12/7 – NDBM DG 2	• 16/8 – CEM DG 2	• 13/9– S&T DG 2		
• 21/6– VCI DG 3	• 19/7 – NDBM DG 3	• 23/8 – CEM DG 3	• 20/9 – S&T DG 3		
<ul> <li>28/6 – VCI DG 4 (90 mins)</li> </ul>	• 26/7 – NDBM DG 4 (90 mins)	• 30/8– CEM DG 4 (90 mins)	• 27/9 – S&T DG 4 (7.7 only)		
<ul> <li>28/6 – New Digital Business Models Course released</li> </ul>	<ul> <li>26/7 – Customer Experience &amp; Marketing Course released</li> </ul>	<ul> <li>30/8 – Strategy &amp; Transformation Course released (S&amp;T Assignment</li> </ul>	<ul> <li>4/10– 7.8 &amp; Programme Graduation (90 mins – mandatory for all)</li> </ul>		
<ul> <li>5/7 – VCI Assignment deadline (optional assignment)</li> </ul>	<ul> <li>2/8 – NDBM Assignment deadline (optional assignment)</li> </ul>	<ul><li>mandatory for all)</li><li>6/9 – CEM Assignment deadline</li></ul>	<ul> <li>4/10– S&amp;T Assignment deadline (mandatory for all)</li> </ul>		
TAL INSURER	Programme Break	(optional assignment)			

### Schedule Mar-2023

= Weekly Discussion Groups – every Weds @ 5-6pm SG / 10am-11am CET until 26<sup>th</sup> March 2023 after which times for CET will change to 11-12pm (every  $4^{th}$  session 90 mins)

= Course release dates



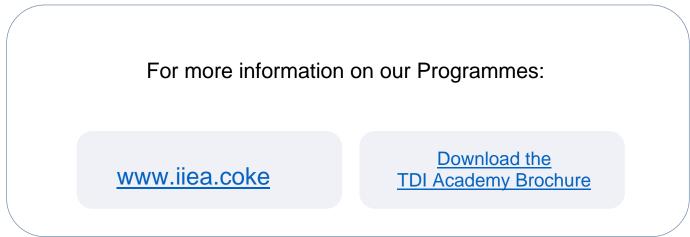
### **Further links and information**

ADI Homepage	https://www.iieacourses.com/course/associate-digital-insurance
ADI Experience Video	<u>https://youtu.be/mXX-996-v_k</u>
Participant Testimonials	https://www.the-digital-insurer.com/tdi-academy/participant-testimonials-adi
L&D Insights Blog	https://www.the-digital-insurer.com/ld-insights/
TDI Academy Admissions Page	https://www.the-digital-insurer.com/tdi-academy/admissions-information/
ADI Schedule	https://www.the-digital-insurer.com/tdi-academy/tdi-academy-programme-schedule/









For further enquiries, please contact Elijah Mogere

Elijah Mogere IIEA HEAD OF IIEA

elijah.mogere@iiea.co.ke

