

OLIS 2020 Spring

■ Seminar Theme: Life Insurance Marketing

■ Seminar Program:

Date	Time	Agenda/Speaker/Lecture
May 20 (Wed.)	18:00—19:30	Pre-Seminar Dinner
May 21 (Thu.)	9:00—9:20	Opening Ceremony
	9:30—12:00	Trends in Japan's Insurance Industry and Sales Channel Nobuyasu Uemura, Ph.D. Managing Director Capitas Consulting Corporation
	13:30—16:00	Agent Channel and Its Business Model and Training Shoichiro Ichitani Advisor Prudential Holdings of Japan, Inc.
	16:15—17:30	Group Discussion ①
May 22 (Fri.)	9:00—11:30	Sales Compliance Yohei Ono Corporate Vice President Chief Compliance Officer The Prudential Life Insurance Company, Ltd.
	13:00—15:30	Global InsurTech Trends Hiroshi Matsuoka Chief Analyst Insurance Research Department NLI Research Institute
May 25 (Mon.)	9:00—11:30	Agency Channel and Its Training Masaki Tsuboi Team Leader, IA Sales Training Team The Gibraltar Life Insurance Co., Ltd.
	13:00—13:30	Magic of Life Insurance (Video Clip)
	13:45—16:15	Bancassurance Channel and Its Training Toshio Kitahara Team Leader, Sales Training Team The Prudential Gibraltar Financial Life Insurance Co., Ltd.
May 26 (Tue.)	9:00—11:30	Trends in Japan's Product Development TBA
	13:00—16:00	Group Discussion ②
	16:15—16:45	Closing Ceremony

※ This seminar program is subject to change without prior notice.