Advanced Reinsurance Broking and Placement Strategies Training Course

Professional Development Training Course Outline

Category	Insurance	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In the rapidly evolving insurance and risk management landscape, reinsurance broking plays a pivotal role in optimizing risk transfer, capital relief, and underwriting capacity. Training Course on Advanced Reinsurance Broking & Placement Strategies equips professionals with cutting-edge strategies, analytical tools, and global market insights needed to thrive in today's competitive reinsurance environment. With a focus on complex placements, structured solutions, and emerging risks, the course bridges theory and practice for brokers, underwriters, and risk managers aiming to lead in the global reinsurance market.

This intensive course emphasizes innovative broking techniques, strategic negotiation, portfolio optimization, and reinsurer relationship management. It is designed to transform intermediate professionals into reinsurance specialists capable of navigating regulatory changes, utilizing analytics in program structuring, and delivering client-centric placement strategies. Real-world case studies, simulations, and expert insights ensure practical learning and knowledge retention.

Programme Curriculum

Advanced Reinsurance Broking and Placement Strategies Training Course

Introduction

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Course Objectives

1. Understand advanced facultative and treaty reinsurance structures
2. Master reinsurance pricing models and risk assessment analytics
3. Navigate global regulatory frameworks in reinsurance
4. Develop client-centric broking strategies for optimal placement
5. Apply alternative risk transfer (ART) mechanisms effectively
6. Evaluate catastrophe modeling in reinsurance program design
7. Utilize retrocession strategies for capacity and capital optimization
8. Build and sustain reinsurer relationships for long-term success
9. Analyze emerging risks such as cyber, climate, and ESG in placement
10. Implement data-driven decision making in reinsurance broking
11. Strengthen negotiation and communication skills with global markets
12. Create bespoke reinsurance programs for complex portfolios
13. Interpret financial and legal aspects of reinsurance contracts

Target Audiences

1. Reinsurance Brokers
2. Insurance Underwriters
3. Risk Managers
4. Actuaries
5. Claims Managers
6. Insurance Consultants
7. Regulatory Professionals
8. Corporate Insurance Buyers

Course Duration: 10 days

Course Modules

Module 1: Reinsurance Market Overview & Trends

- Evolution of global reinsurance markets
- Key players and market dynamics
- Current capacity and pricing trends
- M&A and capital inflow impacts
- Global economic impact on reinsurance
- **Case Study: COVID-19 and the hardening reinsurance market**

Module 2: Treaty Reinsurance Strategies

- Quota share, surplus, and excess of loss structures
- Proportional vs. non-proportional treaties
- Treaty wording and slip design
- Renewal planning and cycle management
- Portfolio performance monitoring
- **Case Study: Designing a multi-line XoL treaty for a regional insurer**

Module 3: Facultative Reinsurance Placements

- When to choose facultative over treaty
- Risk selection and assessment
- Pricing negotiation tactics
- Facultative automation platforms
- Cedant-broker-reinsurer coordination
- **Case Study: Facultative placement for an energy risk**

Module 4: Alternative Risk Transfer Solutions

- Introduction to ART (ILS, cat bonds, sidecars)
- Parametric reinsurance and derivatives
- Structured reinsurance applications
- Risk-linked securities
- ART's role in climate and catastrophe coverage
- **Case Study: Parametric insurance in agricultural risk**

Module 5: Catastrophe Modeling & Exposure Management

- Basics of catastrophe modeling tools
- Data inputs and model selection
- Interpretation of model outputs
- Integration into reinsurance structuring
- Managing model uncertainty
- **Case Study: Cat modeling for flood risk in SE Asia**

Module 6: Regulatory & Legal Frameworks

- Global reinsurance regulatory overview (Solvency II, NAIC, etc.)
- Licensing and cross-border placement issues
- Contractual clauses and legal pitfalls
- Reinsurance recoverables and credit risk
- Arbitration and dispute resolution
- **Case Study: Legal issues in a commutation negotiation**

Module 7: Reinsurance Pricing & Actuarial Inputs

- Actuarial models in pricing
- Experience vs. exposure rating
- Burning cost analysis
- Rate on line (ROL) calculation
- Pricing negotiation insights
- **Case Study: Pricing a complex cyber risk treaty**

Module 8: Retrocession Planning & Execution

- Need for retrocession in today's market
- Layers and structures of retrocession
- Risk layering techniques
- Managing counterparty risk
- Role of brokers in retro design
- **Case Study: Retrocession strategy for a life reinsurer**

Module 9: Strategic Broking & Client Advisory

- Needs analysis and risk profiling
- Advisory-led broking approach

- Customization of placement programs
- Internal stakeholder engagement
- Post-placement services
- **Case Study: Broking advisory for a multinational corporate**

Module 10: Negotiation & Communication Techniques

- Reinsurance negotiation principles
- Cross-cultural communication
- Building trust with reinsurers
- Influence and persuasion strategies
- Digital tools in negotiations
- **Case Study: Securing optimal terms in a soft market**

Module 11: Financial Analysis of Reinsurance

- Understanding ceded premium flow
- Reinsurance recoverables on balance sheet
- Impact on solvency ratios and capital relief
- Reinsurance and IFRS 17
- Credit risk management
- **Case Study: Financial analysis of a stop-loss program**

Module 12: Emerging Risks & ESG in Reinsurance

- ESG metrics in reinsurance decisions
- Underwriting and broking of cyber, climate, and political risks
- AI and digital transformation impacts
- Sustainability-linked reinsurance products
- Diversity and governance in reinsurance relations
- **Case Study: ESG-integrated reinsurance placement**

Module 13: Portfolio Optimization & Performance Review

- Monitoring reinsurance performance
- Portfolio diversification strategies
- Reinsurance optimization models
- Claims trends and impact on renewal
- Broker dashboards and analytics tools
- **Case Study: Optimizing a multi-country reinsurance portfolio**

Module 14: Reinsurance Slip & Documentation Mastery

- Drafting treaty and facultative slips
- Wordings, clauses, and coverage terms
- Ensuring contract certainty
- Slip audit and checklist
- Electronic slip platforms
- **Case Study: Audit of a complex facultative slip**

Module 15: Technology & Insurtech in Reinsurance

- Reinsurance placement platforms
- Blockchain for contract management
- AI-powered pricing and modeling
- Data sharing and confidentiality

- The future of digital broking
- **Case Study: Leveraging AI for reinsurer selection**

Training Methodology

- Instructor-led classroom or virtual sessions
- Interactive group discussions and workshops
- Real-world case studies and industry simulations
- Practical exercises with tools and templates
- Assessments and knowledge checks

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com