

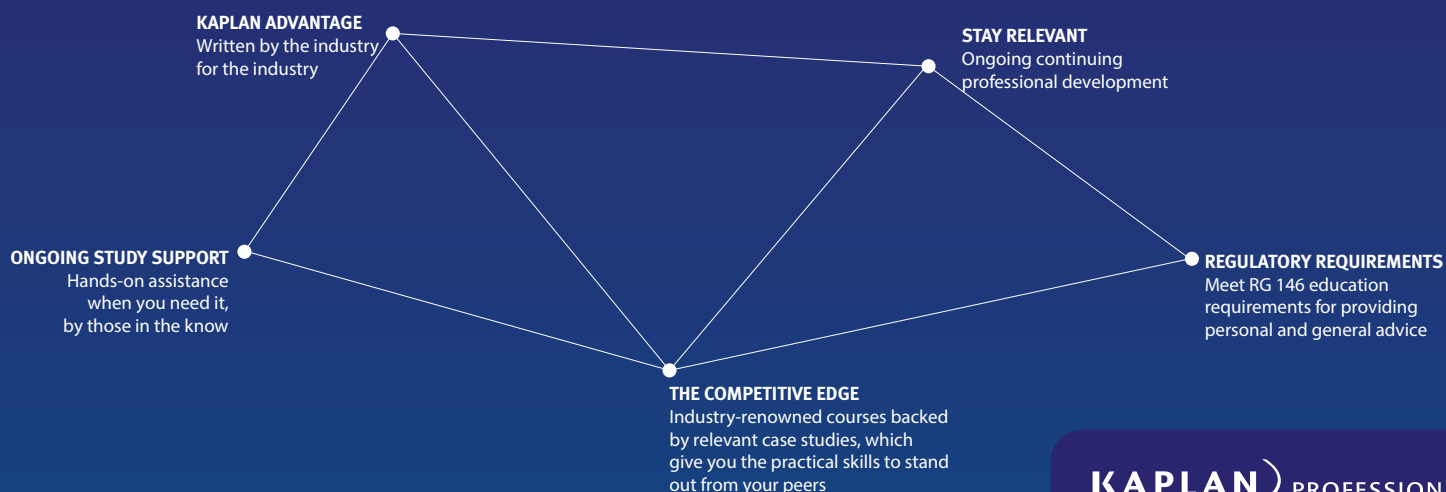


*Learn, to lead.*  
**Tier 1 Insurance Broking**

Tier 1 Insurance Broking is an online course designed to meet the needs of clients who require their employees to meet Regulatory Guide 146 (RG 146) requirements as insurance brokers.

This course meets the requirements of RG 146 for generic knowledge, core insurance knowledge, specific insurance knowledge, and adviser skills.

[kaplanprofessional.edu.au](http://kaplanprofessional.edu.au)



The Tier 1 Insurance Broking course is suitable for individuals who want a career as a general insurance broker.

## SUBJECTS

1. Generic Knowledge
2. Personal Advice

For further details on topics covered, please refer to subject outlines on our website.

## LEARNING OUTCOMES

### Generic Knowledge

- › Gain an understanding of the financial services industry and the role and responsibilities of a Tier 1 insurance broker
- › Understand the role of a general insurance broker in the insurance industry
- › Describe basic risk assessment for broking clients
- › Understand the features, classes and risks of insurance products
- › Explain general advice and personal advice
- › Outline appropriate communication skills to manage complaints and disputes

### Personal Advice

- › Apply appropriate communication skills to build relationships with clients
- › Describe the role and responsibilities of a Tier 1 insurance broker
- › Understand the role of a general insurance broker in the insurance industry
- › Describe basic risk assessment for broking clients
- › Outline the process of giving general advice and personal advice
- › Explain how to do broker portfolio management tasks such as new business, renewals, claims, and changing client service plans



Correct at time of printing. Please refer to our website for more information.  
[kp.edu.au/rg146ib](http://kp.edu.au/rg146ib)

### Enrolment Date

Start anytime.

### Entry Requirements

There are no entry requirements. However, it is recommended that individuals complete Tier 2 General Insurance Personal Advice for underpinning knowledge. It is also recommended individuals are working in the insurance industry.

### Exemptions

Exemptions may be granted on the basis of previous study and/or experience.

### Duration

12 weeks per subject from activation date.

### Delivery

Online: self-study access to a virtual classroom.

### Assessment

One (1) case-study-based assignment and one (1) multiple-choice exam.

### Completion

A Statement of Attainment will be awarded on successful completion.

### Fees

For an updated schedule of fees, please visit our website.

*"Rather than just the theory, I learnt practical application of knowledge. I found the way that the scenarios used in the course material were described were almost identical to the real-world application. Not only did I gain knowledge, I gained a new outlook on dealing with clients, which has assisted me greatly."*

David Cooper



Contact us on 1300 662 203 or via email at [mail@kaplan.edu.au](mailto:mail@kaplan.edu.au) or alternatively speak to your Business Development Manager.

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