

**GOVERNMENT OF MAHARASHTRA'S
ISMAIL YUSUF COLLEGE OF ARTS, SCIENCE AND COMMERCE
JOGESHWARI (EAST), MUMBAI - 400 060.
DEPARTMENT OF COMMERCE, BMS, BAF & MCOM**

Date:01-01-2022

NOTICE

Ismail Yusuf College's Department of Commerce is pleased to announce a webinar on "Life Insurance Companies and Sales Excellence" in collaboration with Monster.com and HDFC Life for the students of TYBCOM, TYBAF, TYBMS, and MCOM. This webinar aims to provide valuable insights into the life insurance industry and strategies for achieving sales excellence.

The details are as follows:

Date: 04-01-2022

Time: 5:00 PM

Platform: Zoom Meeting (Link will be provided)

We are honored to have esteemed representatives from Monster.com and HDFC Life to share their expertise with us. Join us for an informative session that promises to enhance your understanding of the life insurance sector and equip you with essential skills for sales success.


Co-ordinators

Government of Maharashtra's
Ismail Yusuf College of
Arts, Science & Commerce,
Jogeshwari (East), Mumbai - 400 060.



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Date:04-01-2022

Report: Webinar on "Life Insurance Companies and Sales Excellence"

Date: 04-01-2022

Venue: Online via Zoom Meeting

Time: 5:00 PM

Introduction:

The Department of Commerce at Ismail Yusuf College organized a webinar on "Life Insurance Companies and Sales Excellence" on 04-01-2022. The webinar aimed to provide students with insights into the life insurance industry and strategies for achieving sales excellence.

Event Highlights:

The webinar featured representatives from Monster.com and HDFC Life, who shared their expertise on various aspects of the life insurance sector and sales excellence. The session covered topics such as market trends, customer behavior, sales techniques, and career opportunities in the industry.

Attendance:

A significant number of 92 students participated in the webinar, eager to learn from industry experts. The active participation and engagement of attendees contributed to meaningful discussions and knowledge sharing.

Key Takeaways:

- Understanding of the life insurance industry: Participants gained insights into the dynamics of the life insurance sector, including market trends, product offerings, and regulatory frameworks.
- Strategies for sales excellence: The webinar provided valuable tips and techniques for achieving sales success in the competitive insurance market. Participants learned about effective sales strategies, customer relationship management, and goal-setting for sales professionals.
- Career opportunities: Representatives from HDFC Life shared information about career opportunities within the organization and the broader insurance industry. Participants gained a better understanding of potential career paths and skill requirements in the field of insurance sales.

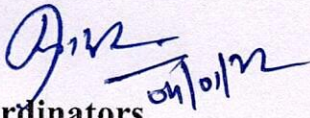


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Outcome:

Participants gained valuable insights into the life insurance industry and learned strategies for achieving sales excellence. Representatives from HDFC Life provided valuable career guidance and highlighted opportunities in the insurance sector. Overall, the webinar was informative and engaging, contributing to participants' understanding of the industry and enhancing their sales skills.

The webinar on Life Insurance Companies and Sales Excellence was a valuable learning experience for participants, providing them with insights into the life insurance industry and strategies for achieving sales success. The Department of Commerce remains committed to organizing such informative sessions to support students in their academic and professional development.


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Feedback Response for Webinar on Life Insurance Companies and Sales Excellence, Monster.com + HDFC Life on 04-01-2022

Sr.No.	Username	Full Name of the student	Course	Class	Roll No	How relevant and useful was the content presented in the webinar?	How would you rate the knowledge and expertise of the speakers?	Did the webinar provide practical insights and actionable information about life insurance companies	Were you satisfied with the opportunities for interaction and Q&A during the webinar?	How would you rate the overall quality of the online platform and technical support?	Additional Comments or Suggestions:
1	dhumaltejashri043@gmail.com	DHUMAL TEJASHRI VISHWANATH	BAF	THIRD YEAR	5	Relevant and useful	Excellent	Yes	Yes	Excellent	
2	khanuhaid786@gmail.com	KHAN UHAID KIFAYATULLA	BCOM	FIRST YEAR	156	Relevant and useful	Excellent	Yes	Yes	Excellent	
3	Sad2054@gmail.com	ALI AFREEN BANO JANAB	BCOM	THIRD YEAR	2	Relevant and useful	Very Good	Yes	Yes	Very Good	
4	Jhadeepak1807@gmail.com	JHA DEEPAK YOGENDRA	BMS	THIRD YEAR	10	Relevant and useful	Excellent	Yes	Yes	Excellent	
5	kshtijchowkekar@gmail.com	PAWAR LAXMI SANJAY	BCOM	THIRD YEAR	168	Relevant and useful	Excellent	Yes	Yes	Excellent	
6	divyankadam0130@gmaili.com	KADAM DIVYA VIJAY	BAF	THIRD YEAR	17	Relevant and useful	Excellent	Yes	Yes	Excellent	
7	faizan74712@gmail.com	SHAIKH MOHAMMAD FAIZAN ABDUL K	BCOM	THIRD YEAR	242	Relevant and useful	Excellent	Yes	Yes	Excellent	
8	mk8091004@gmail.com	KHAN MUDASSIR MERAJ AHMED	BCOM	SECOND YEAR	126	Very relevant and useful	Excellent	Yes	Yes	Excellent	
9	trunalchavan04@gmail.com	CHAVAN TRUNAL SUHAS	BCOM	FIRST YEAR	51	Relevant and useful	Excellent	Yes	Yes	Excellent	
10	kambleomkar009@gmail.com	KAMBLE OMKAR MARUTI	BCOM	FIRST YEAR	117	Relevant and useful	Very Good	Yes	Yes	Very Good	
11	ss1189860@gmail.com	SHAIKH SAKIB ASHRAF	BMS	SECOND YEAR	42	Relevant and useful	Very Good	Yes	Yes	Very Good	
12	rutikgurav13@gmail.com	GURAV RUTIK SURYAKANT	BAF	THIRD YEAR	11	Relevant and useful	Excellent	Yes	Yes	Excellent	
13	khanuhaid786@gmail.com	KHAN UHAID KIFAYATULLA	BCOM	FIRST YEAR	156	Relevant and useful	Excellent	Yes	Yes	Excellent	
14	harshasuryavanshi2002@gmail.co	SUJRYAWANSHI HARSHATA SHRINIWAS	BAF	SECOND YEAR	51	Relevant and useful	Excellent	Yes	Yes	Excellent	
15	hasanalik39@gmail.com	KHAN HASAN HASMATALI	BAF	FIRST YEAR	38	Very relevant and useful	Excellent	Yes	Yes	Excellent	
16	ritushivdavkar2@gmail.com	SHIVDAVKAR RITU ASHOK	BAF	THIRD YEAR	52	Relevant and useful	Excellent	Yes	Yes	Excellent	
17	abhisheklmal3@gmail.com	MALI ABHISHEK RAMASARE	BCOM	FIRST YEAR	170	Relevant and useful	Very Good	Yes	Yes	Excellent	
18	bipinyadav793@gmail.com	YADAV BIPIN RAMESH	BAF	THIRD YEAR	65	Relevant and useful	Excellent	Yes	Yes	Excellent	
19	harshasuryavanshi2002@gmail.co	SUJRYAWANSHI HARSHATA SHRINIWAS	BAF	SECOND YEAR	51	Relevant and useful	Excellent	Yes	Yes	Excellent	
20	kmoin6550@gmail.com	KHAN MOIN MUSTAKIM	BAF	SECOND YEAR	66	Relevant and useful	Excellent	Yes	Yes	Excellent	
21	ZAKIR3601@GMAIL.COM	KHAN ZAINAB TAYYAB HUSAIN	BMS	THIRD YEAR	20	Relevant and useful	Very Good	Yes	Yes	Very Good	
22	ay7045461170@gmail.com	YADAV AKHILESH SUBASH	BAF	SECOND YEAR	57	Relevant and useful	Excellent	Yes	Yes	Excellent	
23	suneshasawant78@gmail.com	SAWANT SUNESHA SURESH	BAF	SECOND YEAR	39	Very relevant and useful	Excellent	Yes	Yes	Excellent	
24	nidhirvyas@gmail.com	VYAS NIDHI RAKESH	BAF	SECOND YEAR	55	Very relevant and useful	Excellent	Yes	Yes	Excellent	
25	Saifshaikhsf7@gmail.com	SHAIKH MOHAMMED SAIF SHARFUDDIN	BCOM	THIRD YEAR	244	Relevant and useful	Excellent	Yes	Yes	Excellent	
26	ypratiksha2703@gmail.com	YADAV PRATIKSHA MAHENDRA	BAF	SECOND YEAR	59	Relevant and useful	Excellent	Yes	Yes	Excellent	



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