

Mirai General Insurance trains over 200 Agents

Mirai General Insurance Uganda has embarked on the training of its agents on how they can manage other packages despite the third-party insurances.

The Business development Manager Mirai General Insurance, Emmanuel Louis Mukasa said that the training is aimed at equipping the agents with skills, something which will be done every four months.

The training was to equip them on how to overcome the challenges with the clients but also on how they can manage other covers like home or property insurance, life insurance, disability



insurance, health insurance, and automobile insurance. The over 130 trainees were from several districts of Bushenyi, Ishaka, Jinja, Kampala and Busia among others.

He said Mirai General Insurance wants to increase the work force and increase

on other insurance covers.

The training Manager Insurance Training College Angelina Nakuya said that the college carries out trainings for insurance companies in Uganda.

"We were contacted by one of our clients to conduct capacity building and also to

train our members on mindset change, that they should not only sell third party insurance but also to deal with other key products," Nakuya said.

The challenge these agents have been receiving is that they are limited to only third party insurance, so that they moved the journey and now is the best time for them to be assisted in selling other packages.

"Our intention is to make sure that five months down the road they can sell other policies by approaching the customers and convincing them to include other policies on their package," she noted. Nakuya said ITC will carry out follow ups sessions on the trainees, adding that

they college is open to other insurance companies which require training of their agents.

The participants requested their trainers to that ensure that they are supported especially in how to manage other packages.

Some of the participants however said that they have used the Third-party policy to encourage more clients to get other policies.

Mirai General Insurance is one of the oldest locally established insurance companies in Uganda; with a history of providing insurance solutions for over 30 years. It was formally the know as the First Insurance Company (FICO)