QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1869

Reinsurance Principles & Practices Training Course

REINSURANCE MANAGEMENT
INSURANCE & RISK MANAGEMENT

DURATION
5 Days

DELIVERY
Classroom

Course Overview

This comprehensive training course provides a strong practical foundation in the principles, structures, and practices of reinsurance. It is designed to help insurance professionals understand how reinsurance supports risk transfer, protects capital, stabilizes financial results, expands underwriting capacity, and contributes to the sustainable management of insurance portfolios.

The course covers the fundamental concepts and mechanisms of reinsurance, including the relationship between the insurer, reinsurer, broker, and insured, as well as the key principles governing reinsurance arrangements. Participants will examine proportional and non-proportional reinsurance and understand the practical applications of major structures used across insurance markets.

Particular attention is given to Treaty and Facultative Reinsurance, including Quota Share, Surplus, Excess of Loss, Stop Loss, and catastrophe protection. Participants will explore how to determine appropriate retention levels, reinsurance capacity, limits, and programme structures based on the nature and profile of insured risks.

The course also addresses the practical administration of reinsurance, including risk submission, underwriting, contract documentation, premiums, claims, recoveries, accounting considerations, reinsurer relationships, and programme monitoring. Through practical exercises, participants will develop a clear understanding of how reinsurance arrangements are established, managed, reviewed, and improved.

Objectives

- By the end of this course, participants will be able to:
- Explain the fundamental principles and purposes of reinsurance.
- Analyze the role of reinsurance in risk transfer, capital protection, and underwriting capacity.
- Distinguish between proportional and non-proportional reinsurance arrangements.
- Evaluate Treaty and Facultative Reinsurance and their appropriate applications.
- Analyze major reinsurance structures, including Quota Share, Surplus, Excess of Loss, and Stop Loss.

- Determine appropriate retention levels, limits, and reinsurance capacity.
- Apply fundamental practices for preparing and managing reinsurance placements.
- Evaluate key reinsurance terms, conditions, exclusions, and contractual provisions.
- Understand the practical processes for managing reinsurance claims and recoveries.
- Assess basic reinsurer counterparty and concentration risks.
- Improve the monitoring and administration of reinsurance arrangements.
- Develop practical recommendations for effective reinsurance programme management.

Who Should Attend

This course is designed for insurance and reinsurance professionals who require a comprehensive understanding of reinsurance principles and their practical application. It is suitable for professionals working in underwriting, reinsurance, risk management, claims, portfolio management, finance, and insurance operations.

It is particularly relevant for reinsurance officers, underwriting professionals, insurance analysts, claims specialists, risk professionals, portfolio managers, finance and accounting personnel, and professionals involved in Treaty and Facultative Reinsurance arrangements.

The course is also appropriate for managers, supervisors, and decision makers who are new to reinsurance or who need to strengthen their understanding of reinsurance structures, risk transfer mechanisms, programme administration, claims recoveries, and the relationship between insurers and reinsurers.

Learning Outcomes

- Upon completion of this course, participants will be able to:
- Explain the purpose, principles, and role of reinsurance.
- Describe the main participants and relationships within the reinsurance market.
- Distinguish between proportional and non-proportional reinsurance.
- Explain the differences between Treaty and Facultative Reinsurance.
- Evaluate the principal features of Quota Share and Surplus arrangements.
- Explain Excess of Loss, Stop Loss, and catastrophe protection structures.

- Assess retention, limits, capacity, and basic programme design considerations.
- Understand the key components of reinsurance contracts and documentation.
- Prepare basic information required for reinsurance placement.
- Explain the processes involved in reinsurance claims and recoveries.
- Identify common counterparty, concentration, contractual, and operational risks.
- Monitor basic reinsurance performance and programme utilization.
- Understand key financial and administrative aspects of reinsurance.
- Support reinsurance renewal, review, and placement activities.
- Apply reinsurance principles to practical insurance scenarios and business decisions.

Course Outline

DAY 01

Fundamentals of Reinsurance

- Definition, purpose, and strategic role of reinsurance.
- Evolution and importance of reinsurance in insurance markets.
- Risk transfer and capital protection.
- Reinsurance and underwriting capacity.
- Key participants in the reinsurance market.
- Relationships between insurers, reinsurers, brokers, and insureds.
- Basic reinsurance terminology and concepts.
- Retention, cession, capacity, limits, and exposure.
- Risk transfer versus risk retention.
- Overview of the reinsurance placement process.

PRACTICAL APPLICATION

Map the reinsurance process from risk selection and underwriting through placement and recovery.

DAY 02

Proportional Reinsurance Practices

- Principles of proportional reinsurance.
- Quota Share Reinsurance.
- Surplus Reinsurance.
- Retention and cession arrangements.
- Determining reinsurance shares and capacity.
- Premium allocation and commission considerations.
- Managing portfolio distribution under proportional arrangements.
- Advantages and limitations of proportional structures.
- Applications across different insurance classes.
- Monitoring proportional treaty performance.

PRACTICAL APPLICATION

Develop a basic proportional reinsurance arrangement and calculate risk allocation between insurer and reinsurer.

DAY 03

Non-Proportional, Treaty & Facultative Reinsurance

- Principles of non-proportional reinsurance.
- Excess of Loss Reinsurance.
- Per-risk and per-occurrence protection.
- Stop Loss and aggregate protection.
- Catastrophe reinsurance.
- Attachment points, limits, layers, and exhaustion points.
- Treaty versus Facultative Reinsurance.
- Identifying risks suitable for facultative placement.
- Preparing facultative risk submissions.
- Selecting the appropriate reinsurance structure.

DAY 03 — CONTINUED

> **PRACTICAL APPLICATION**
>
> Evaluate different insurance risks and select the most appropriate Treaty or Facultative reinsurance structure.

DAY 04

Reinsurance Contracts, Claims & Recoveries

- Key components of reinsurance contracts.
- Terms, conditions, exclusions, and contractual obligations.
- Reinsurance documentation and data requirements.
- Premiums, commissions, settlements, and accounting considerations.
- Claims notification and reporting.
- Managing reinsurance recoveries.
- Recoverables and outstanding balances.
- Common contractual and operational issues.
- Counterparty and credit considerations.
- Monitoring reinsurer performance and responsiveness.

> **PRACTICAL APPLICATION**
>
> Process a sample reinsurance claim from notification through recovery and settlement.

DAY 05

Reinsurance Programme Management & Best Practices

- Reinsurance programme administration and governance.
- Monitoring exposures, retentions, limits, and utilization.
- Evaluating reinsurance programme performance.
- Identifying coverage gaps and structural weaknesses.
- Basic counterparty and concentration risk management.
- Reinsurance renewal and placement preparation.

DAY 05 — CONTINUED

- Working effectively with reinsurers and brokers.
- Reporting reinsurance information to management.
- Establishing effective controls and monitoring mechanisms.
- Continuous improvement of reinsurance practices.

> **FINAL WORKSHOP**
>
> Develop a complete practical reinsurance programme covering risk assessment, structure selection, retention, capacity, placement, contractual considerations, claims, recoveries, performance monitoring, and renewal planning.

Register or Request More Information

Course page: https://quest-training.com/courses/reinsurance-principles-practices-training-course
Website: https://quest-training.com
Email: info@quest-training.com
Phone: +905016771440