

# Course : Life insurance products: better advice for customers

**Practical course - 1d - 7h00 - Ref. VIE**

**Price : 930 CHF E.T.**

This one-day training course will enable you to master the legal and tax framework of life insurance, keep abreast of product and market developments, and understand the obligations to provide advice and information, particularly in the context of the DDA.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Understanding the life insurance market
- ✓ Mastering the legal and tax framework of life insurance
- ✓ Keep abreast of product and market trends
- ✓ Be aware of the obligation to provide advice and information

## Intended audience

Wealth managers, bank advisors.

## Prerequisites

No special knowledge required.

## Practical details

### Hands-on work

Exercise, case studies, discussion and case studies

### Teaching methods

Active teaching based on discussion, practical exercises and evaluation throughout the course.

## Course schedule

### PARTICIPANTS

Wealth managers, bank advisors.

### PREREQUISITES

No special knowledge required.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more.

Participants also complete a placement test before and after the course to measure the skills they've developed.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.

- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.

- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

## 1 Understanding the life insurance market

- Key figures and players.
- Market dynamics in the face of the crisis.
- Changes in guaranteed rates: why do euro fund yields vary?
- Breakdown of euros/UC outstandings.

### Hands-on work

Press kit study.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

## 2 Understanding life insurance contracts

- The subscriber: status, capacity and rights.
- The need for consent in life insurance.
- Minors under and over the age of 12 and incapacitated adults.
- General information on beneficiaries: status, designation, legal framework, acceptance, renunciation, revocation.
- The beneficiary's rights: in relation to the policyholder's heirs and creditors, and to the conjugal community.
- Subscriptions by incapacitated persons: minors, adults under court protection, curatorship, guardianship.
- Co-adhesion.
- The split beneficiary clause: bare ownership and usufruct.

### Case study

Interactive discussions on the different situations seen. Study of complex underwriting cases and DDA documentation.

## 3 Knowing the tax framework of life insurance

- Lifetime taxation: taxable portion, deductions (flat-rate, social security), tax period.
- Taxation of premiums: paid before or after age 70.
- Product taxation: the interest/capital split in redemptions and payments before and after 26/09/97.
- Taxation of life annuities for valuable consideration.
- Taxation of life insurance in the context of wealth tax.
- Taxation in the event of death: withholding rate on death benefits, limit of application of the 20% rate.

### Case study

What advice can I give my customers or my contract?

## 4 Study a framework similar to life insurance, the capitalization contract

- The legal framework.
- The tax framework.
- An alternative to life insurance. Duty to advise on life insurance.
- The regulatory framework for customer protection.
- ACPR recommendations.

### Hands-on work

Discussions on the capitalization contract. ACPR recommendations for my DDA.