



insurance
brokers
a BMS company

Graduate Program



Insurance & Risk Solutions

Corporate Insurance Programs
Workers' Compensation
Business Insurance Packages
Professional and Financial Risks
Claims Management Services

srggroup.com.au



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Program Overview



As one of the oldest and largest industries in the world, the General Insurance sector provides global career opportunities across an array of professions. SRG operate in the Insurance Broking sector, and as such we act as an intermediary between our clients and Insurers to provide risk advice, insurance program design and claims management services. We boast some of Australia's leading businesses as clients with in a diverse range of industries.

Our commitment is to promote the insurance sector as an excellent career choice and to develop our own talent. To deliver on these objectives, we have developed an extensive Graduate Program that will profile the best of what Insurance Broking has to offer. You will participate in a carefully designed program that will introduce new competencies and skills to become an effective leader in our business.

Participating in our Graduate Program will be the start of a rewarding and ever evolving career, in an Industry that truly puts the world at your feet.





<p>Program duration 18 months</p>	Overview	
	9x modules	Mentor program
A practical learning system that enables hands on learning blended with technical education	Exposure to all facets of insurance broking	Offsite client and Underwriter visitations
Graduate Showcase Project presentation to SRG Senior Executive	Completion/ Recognition <ul style="list-style-type: none">• Incentives• Permanent Position• Diploma Financial Services	



Induction

Duration: 1 week

- Insurance 101
- SRG Overview & Strategy
- Claims & Advocacy
- The Insurance Market Place
- Specialty & Niche Markets
- Products Overview
- Education & Memberships
- Onboarding Policy and Procedures

Policy Administration

Duration: 4 Months & Ongoing (Anchor Points)
(Corporate and Commercial Teams, 8 weeks ea.)

- Fortix Training
- CBS Processing Training
- Additions and Deletions to Policies
- Certificate of Currency requests
- New Policy enquiries
- Pre renewal planning
- Renewal Questionnaire & Declarations
- Workers' Compensation Adjustments
- HII certificates



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Product Training (Level 1)

Duration: 2 weeks

- Home, Motor, Pleasure craft
- Corporate and Leisure Travel
- Business Packages
- Workers' Compensation
- Motor Vehicle Fleet (light and heavy)
- Plant & Equipment

Claims Management & Advocacy

Duration: 4 weeks (secondment)

- Claims Overview
 - WC, Property, Motor, Liability, Other
- Claim Lodgement
- Claim Management
- Claim Negotiations
- Claim Disputes (IDR, AFCA etc.)



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Risk Profiling

Duration: 4 weeks & Ongoing

- LMI Risk Coach
- Risk analysis
- Gap analysis
- Quote Slip presentation
- Survey/Site visits
- Insurer negotiations

Product Training (Level 2)

Duration: 4 weeks

- ISR
- BI calculations
- Professional Indemnity
- Management Liability
- Cyber
- Crime
- Group PA
- Home Indemnity Insurance
- Event Liability and Event Abandonment



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Client Negotiations

Duration: 4 weeks

- Client discovery and/or pre-renewal meetings
- Quotation/Renewal cycle
- Client Report Writing
- Presentation to Client

Corporate Services

Duration: 6 weeks

- Finance and Accounts (2 week secondment)
- HR Project (2 week secondment)
- Compliance Project (2 week secondment)



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Graduate Showcase

Duration: 13 weeks

Project delivery (individual)

Presented to Senior Executive Team

One of the following criteria

- Growth
- Business Improvement
- People & Culture

Criteria

- Understanding of SRG Group
- Understanding of the insurance broking industry
- SWOT analysis
- Cost Benefit Analysis
- ROI
- Link to SRG Corporate Objectives
- Project Rollout Plan



Diploma of Insurance Broking

- Financial assistance
- Study in-house and in group learning sessions
- Study and exam leave

Reward & Recognition

- Incentives for successful graduates upon program completion and sign on for new role
- New Contract of employment

Add value whilst learning

- Work in the business while learning
- Client and underwriter interaction
- Site visits
- Secondment to different divisions within the business
- Constant feedback - we evaluate each step within the program

contact us

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