

Index Insurance Training

Distribution channels and aggregators

Checklist for assessing distribution channel related factors for index insurance distribution

- Roles and responsibilities between insurer/aggregators/brokers/loss-adjustors and others.
- Method used to pay premium – pre-financing/collection from farmers/subsidy.
- Method used to enroll farmers for other business and for insurance.
- Compatibility with other regulations (e.g. mobile regulator/ministry of agriculture/ministry or department in charge of information and communications technology).
- Whether there is a genuine business case for aggregator (e.g. reducing credit exposure, farmer incentive, marketing tool).
- Method and the role of the aggregator in making claims payments.
- Incentives used for enrolling policies – commission, administrative fee, profit-share and so on.