



### Our expert

This training programme is coordinated and delivered under the supervision of [Pierre-Michaël de Waersegger](#)



### Target

Insurance and reinsurance undertakings as well as insurance distributors.



### Duration

2 hours



### Languages

(multiple available)  
English, French



### Contact us

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# Understanding the practical impacts of the Insurance Distribution Directive (IDD)

## Objectives

Understanding the practical impacts of IDD when defining a distribution model for insurance products and when facing the client.

## Content

**Defining a distribution model: We will guide you through the regulatory framework to be taken into consideration when defining your distribution model with a particular focus on:**

- Product governance requirements (target market, product oversight and monitoring, etc.)
- Remuneration requirements
- Conflicts of interests
- Who may be appointed as distributor
  - Knowledge & competence requirements
  - Defining a European-wide distribution strategy (European passport, general good and other stricter rules applicable in other Member States)

**Distribution insurance products to clients : We will help you understand the impact of IDD for the persons directly involved in client facing activities (or the setting-up of a website to be used) for the distribution of insurance and reinsurance products:**

- Needs analysis / Advice (including comparison website, etc.)
- Information to be provided to the client
- Specific rules applicable to the distribution of IBIPs