



**B.V. Patel Institute of Business Management, Computer & Information  
Technology, Uka Tarsadia University**

Date: 6<sup>th</sup> October, 2017

**Experts talk on Insurance Sector**

Our institute continuing the tradition of guest lectures by eminent industry personalities, Mr. Parth Desai, from HDFC Life insurance addressed the final year students of Bachelor of Commerce (Computer Applications) on Thursday, 6<sup>th</sup> October, 2017. Mr. Parth Desai started the lecture by explaining the importance insurance in our life.



In his talk Mr. Parth Desai has covered various insurance policies like term plan, child plan, endowment plan and pension plan. He has also explains the tax benefits of various policies with the help of example. He also highlighted some general insurance.



Mr. Parth has shared his own experience in insurance field, how to tackle the customers, how to convince to customers. He also emphasis on claim settlement process in insurance company.

The lecture was very beneficial as students gained a lot of insights regarding the insurance sector and it's potential. Taking full advantage of the opportunity to

interact with such a senior industry professional as Mr. Parth Desai, the students posed him a gamut of questions, to each of which he gave elaborate answers and explanations.