Importance of Delivery Mechanism

- Role In Micro-Insurance

Arman Oza opines that conventional models may not be able to accomplish the desired target in the area of micro-insurance. He further adds that the intermediary may have to don the role of an integrated financial advisor, if micro-insurance has to achieve the success that micro-finance did.

'Insurance is always sold - never bought'

'The sacrifice is real and immediate

Deliverer's Role

Conventionally, the intermediary's role is understood to be restricted to

income makes their understanding more precarious. This calls for a concerted effort in educating the