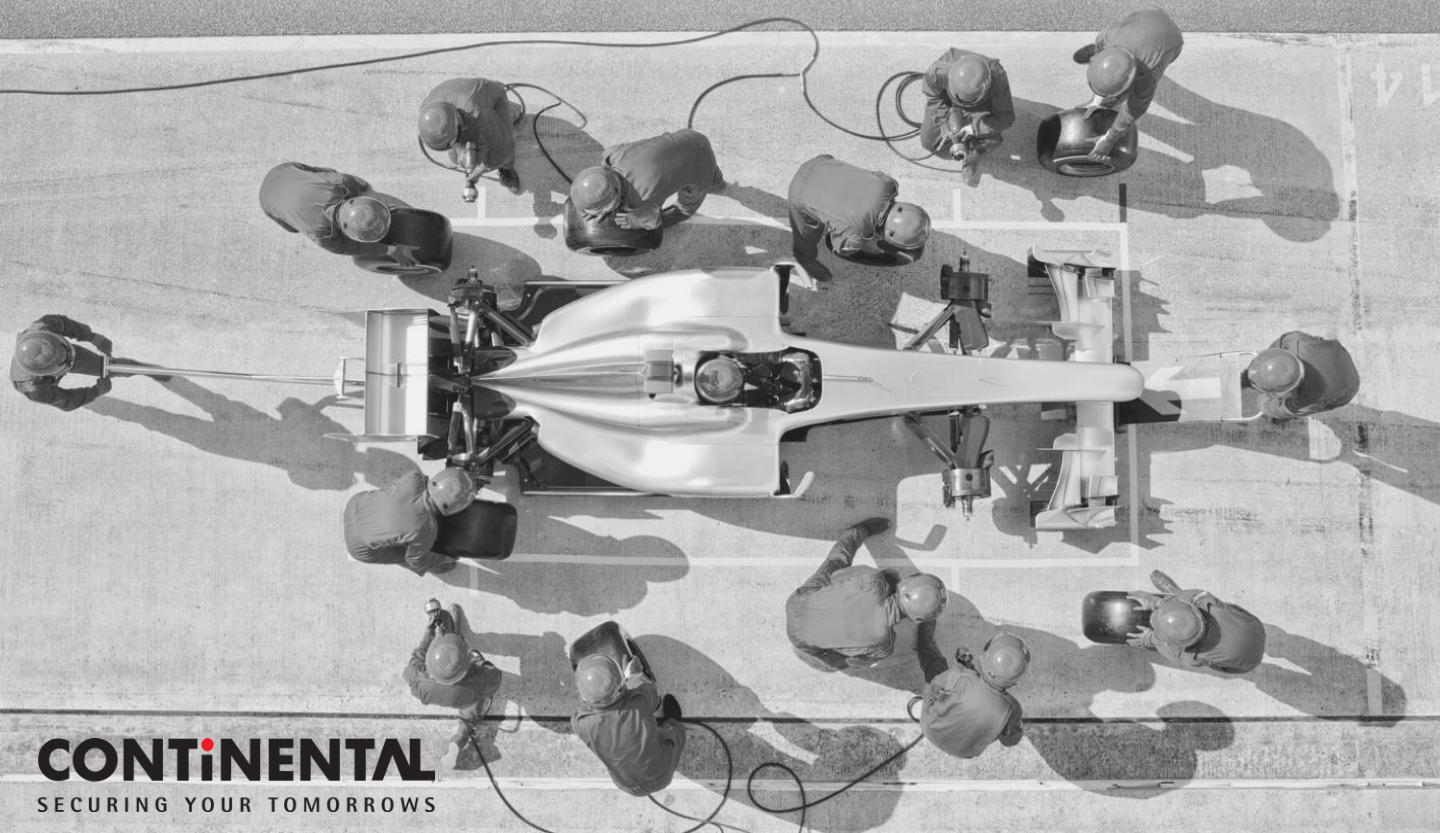


SUPPORTING OUR GLOBAL PARTNERS

High Value Life Insurance Solutions



YOU CAN COUNT ON US

Creating Opportunity & Adding Value to Our Global Partners

Continental Group was established nearly 3 decades ago and has been constantly striving to provide our new and existing Global Partners with an exemplary support & service, allowing them to focus on positioning innovative High Value Life Insurance solutions to their high-net-worth clients, in over 150 countries around the world.

By working collectively as a team, we continue to provide real value to our partners with regular insurance solution updates, ongoing training, support work for new business processing and of course prompt financial remuneration.



My biggest joy is seeing our Global Partners successfully conclude world-class protection for their clients, securing the welfare of their families and in some cases, their businesses too.

Our success is based on an unquestionable passion to deliver the best service and support available in the market today.

This is what, I believe, makes Continental the best partner in the protection industry

Ashok Sardana

Founder, Non-Executive Director

RELIABLE AND COMMUNICATIVE

Our team is based across the globe and **IS AVAILABLE 24 HRS** for illustrations, application support, case positioning ideas and follow up.

CFS DIFC Limited



A veteran of the profession, **Ashok Sardana**, Founder, Non-Executive Director of the Continental Group, has been advising clients for over 40 years. He brings an expertise in both case design and insurance coaching to our diverse global partners. His bold ideas typically lead to robust solutions for the clients and higher commissions for our partners



An integral member of the team, **Akshay** SEO, Executive Director plays a key part in developing and maintaining global relationships with leading insurance carriers and private banks. These relationships ensure our partners have exclusive access to the worlds most sophisticated insurance solutions.



A woman of inspiration and entrepreneurial spirit, **Mrs. Nutan Sardana** brings with her a wealth of expertise in the insurance and financial sector – since 1979.



Suren Swaminathan is a distinguished figure in the insurance industry, having held top positions at Alico, AIG, and MetLife. He has been the leading manager in the sectors of employee benefits and personal accident for an impressive 23 years. A Life Member and Top of the Table member of MDRT, he is also the Immediate Past Chairman of the Sri Lanka Business Council UAE.

RELIABLE AND COMMUNICATIVE

Team Continental



Shilpa has over 20 years of international high net worth experience with Continental. Her core focus is to support our business partners with complex case proposals and unique case positioning. Her experience and knowledge allow her to successfully lead and manage the private client team to ensure efficient business process, administration and provider updates.



Masha has over a decade of experience in operations management. She brings a wealth of knowledge to case review, submission and overall case management from inception to completion. She ensures we are exceeding our partners expectations every step of the way.



Avril has over 8 years of industry experience and is our 'new business' executive. She works closely with global medical facilities and liaises with our partners to organize and efficiently arrange medical examination. Her diligent vetting process, strong communication skills and prompt follow up ensure a seamless experience for your high-net-worth clients.



Tasneem has more than two decades of experience in the service industry. She is handling policy servicing for all in-force policies in the team. She effectively communicates and liaises with our partners and advisors for client service after sales.



Zeenat has over 10 years experience, including time at Prudential. She provides front-line support for our partners and their administrative resources to ensure new business formalities are followed and that cases are issued as quickly as possible for our partners clients.



Aasifa recently became a member of the Private Client Team, where she oversees policy servicing. She coordinates with insurers and advisors to address queries from existing policyholders promptly. With 4 years of experience in the insurance industry, she specializes in client servicing and policy administration.



With more than a decade of expertise in the insurance industry, **Deepa** contributes a wealth of experience and knowledge to case evaluations. Serving as our new business executive, she diligently ensures timely dispatch of business proposals to partners. She adeptly addresses any concerns or queries partners may have, following up promptly to guarantee a seamless and positive experience.

ONGOING SUPPORT FOR OUR PARTNERS

A Professional End To End Service

We listen to the requirements of our Partners and take on board how their respective businesses operate, which can be very different from country to country.

We plan a strategy and prepare resources in order to deliver a superior level of support endeavouring to meet and exceed expectations.

- **Establishing a sustainable relationship** – transparent and fair Business Referral Agreement
- **Product training and introduction** to concepts and unique solutions
- **Support in providing illustrations** and customised marketing material
- **On-going availability** online for remote calls
- **Extensive global travel** to strengthen relationship and support the advisory team
- **Efficient & systematic new business processing** - a constantly evolving and streamlined process allowing business to be issued as quickly as possible

By adhering to published Service Level Agreements we can manage expectations and ensure your advisors and their clients can be kept informed throughout the entire process

This is a lifetime relationship embracing professionalism, experience and respect.

WE WORK TOGETHER

SUPPORT OUR PARTNERS



Listen

- Tell us about your growth plans and ideas?
- What additional support does the team require?



Learn

- Coordinate resources to align more efficiently with our partners needs



Partnership

- As a partner of choice support you with the benefits of unified team
- Continue to identify world class solutions across different geographies
- On-going trainings and customised client facing collateral



Transparency

- Progress and Engagement



Identify Opportunities

- Capitalise on opportunities
- Collaborate & share best practice ideas

Connect with us

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