

IINL Insider...

Engaging those who work in Newfoundland's P&C industry

Spring 2016

INSURANCE INSTITUTE OF NEWFOUNDLAND AND LABRADOR

VOLUME 2, NUMBER 2

From Our President

Robert (Bob) Byrne, B. Comm, CIP, CD



It's hard to believe but we are half way through winter already. I am not sure if the worst is behind us or yet to come!

We have had another phenomenal year with our educational programs at IINL with a total of 114 Students register for CIP and GIE instructor lead courses in our spring, fall and winter semesters. This is on par with last year's 113 students and represents the highest number of student registrations since at least 2007. It is great to see the interest employers and those engaged in the insurance industry have shown in the programs and indicates the value placed by both on further education and the CIP program in particular.

We have offered a number of focused seminars to our membership which have been well received and attended and we will continue to bring you seminar offerings on current topics of interest. If anyone has a suggestion to make for a seminar topic please feel free to forward it to Leona at the IINL office.

By the time this is published we will be gearing for our April examination session. For those writing now is the time to hit the books, hard. For those who have contemplated taking a course now is the time to consider what you would like to see in upcoming course offerings. While spring semester courses have been set we are always looking for input on the courses members would like to see offered so pass along your preferences for consideration for the fall and winter semesters.

Don't forget IINL is not all about courses, study and examinations. We have a wonderful social activities schedule which many of you seem to greatly enjoy. In January we had our Annual Bowling Night at Plaza Bowl which was attended by over 100 participants, there was pizza and prizes galore and everyone had a great time. On February 23, we had our annual Curling Fun Night at the ReMax Centre with over 48 participants and again with pizza, wings and prizes galore. These events present excellent networking opportunity along with a chance to renew old acquaintances and make new ones and in my case, meet a much younger cousin I hadn't met before! Small world! Our next social gathering is the Annual Spring Fling and that is sure to be another exceptional success. Look for details in this Newsletter and for email blasts to come and of course be sure not to miss our Annual West Coast Golf Tournament coming in September.

I want to extend my thanks, and that of the Executive Committee, to everyone for supporting your Institute as you do. Everything we do is for the greater benefit of the membership. I also want to thank our phenomenal event/activity/seminar organizing teams for the great work they do in making all things possible.

Finally I want to thank our many supporters and event sponsors, insurer's agents, brokers, service providers and others. Without you..... well, we just couldn't do it without you! Your continuous and generous support of our many events and activities makes our job a whole lot easier. We truly appreciate everything you have done.

Get out and enjoy a winter activity with family and friends, and to our students, study, study, study.

Robert Byrne

Insurance Institute of NL

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IN THIS ISSUE

Is it Spring Yet... IINL Insider has lots of fun and exciting things hopping at the Institute. We enjoy sharing with you all the new and exciting things the Institute has to offer and the fun events we get involved in.

We would like you to send us information and photographs that we can share with our membership if you are interested in contributing to the editorial content or sharing a pic from one of our events we would be glad to post and share.

This issue contains lots of exciting and new things at the Institute, Event Highlights, Spring Course Offerings, our ever popular Spring fling Event and more....

UPCOMING EVENTS

Annual Spring Fling – May 4, 2016 –
Fluvarium -Details to follow.

Annual Humber Valley Golf Tournamnet –
September 9 (save the date!)

Spring 2016 CIP Classes

IINL is offering the following CIP classes starting April 11, 2016:

C 16 Insurance on Business

Bob Byrne, B.Comm, CIP, CD – Combo Class
Monday evenings @ 5:30 pm Local Time April 11, 2016

C112 Practical Issues in Claims Management

Nancy Burton, B. Comm,FCIP, CRM – Combo Class
Wednesday evenings @ 5:30 pm NST, April 13, 2016

C81/82 General Insurance Essentials

Denise Roche, CAIB, CIP, CRM – In Class Weekend Warrior
- Fast Track - Dates based on demand. INCLASS ONLY

C39 Fraud Awareness & Prevention

Bob Byrne, B. Comm, CIP, CD – Combo class
Wednesday evenings @ 5:30 pm NST, April 13, 2016

Registrations received after March 28, 2016 are subject to a late registration fee. Register early and be entered to win a Bose SoundLink Mini Bluetooth Speaker.



Insurance Institute of Newfoundland 26th Annual General Meeting

The Annual General Meeting of the Insurance Institute of Newfoundland and Labrador will be held at 12:00 pm on June 15, 2016, in St. John's at 151 Crosbie Road, Level 3, Chimo Building.

The following items are on the agenda:

1. Notice of Meeting
2. Report on Quorum
3. Minutes of Previous Annual Meeting
4. President's Report
5. Committee Reports
6. Treasurer's Report
7. Annual Financial Statements
8. Approval of Acts of Officers
9. Appointment of Auditors
10. Other Business
11. Adjournment

Members are all welcome. Please RSVP to Leona via email lrowsell@insuranceinstitute.ca prior to June 3, 2016.



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TEN REASONS TO CONSIDER A CAREER WITH A DESIGNATION

If you are considering a career in financial services or insurance, designations demonstrate to the public, employers and professionals alike that you are dedicated to ongoing learning and professional development.

The Insurance Institute of Canada's Chartered Insurance Professional (CIP) designation program, for example, has annually helped hundreds of insurance professionals acquire the skills and knowledge they need to pursue a rewarding career helping Canadians meet their insurance needs.

Here are 10 good reasons to consider a career in an industry with designations:

1. Demonstrated time management

Most designations such as the CIP are completed while you are employed in the industry, demonstrating commitment and an ability to manage multiple demands in the workplace.

2. Education counts

In an industry like insurance that mandates ongoing professional development and education, you never know where that learning will take you – it could mean the difference between advancing a career to a management position.

3. Flexible learning options

Busy professionals want a learning environment that offers convenience and flexibility. Virtual courses and online modules meet the demands of professionals living in both cities and rural communities.

4. Achievement

Life's demands frequently leave little time for work achievement and milestones. Putting in the effort and dedication to achieve a professional designation will provide you with satisfaction that goes beyond a pay cheque.

5. Real-world knowledge

Programs like the CIP use instructors from within the industry. Instructors with practical field experience use examples that can be applied to work situations, helping to make the learning experience more memorable.

6. International recognition

Some designations like the CIP are internationally recognized. This type of accreditation will help provide networking opportunities in job markets that may be unfamiliar.

7. Opportunity

Looking to boost your career? All of the hard work that goes into getting a designation is rewarded by expanded career opportunities, whether it's a promotion or broadening your experience in the field.

8. Respect and credibility

Completing a designation gains you respect from your employer, colleagues and consumers.

9. Employer financial support

A number of employers, particularly in insurance, pay for their employees to earn a designation. What more could you ask for?

10. Career stability

Employers tend to reward dedication, good time management skills, the respect of your peers and credibility – all traits of people who complete designation programs – with career stability.

Learn more about insurance education by visiting: <http://www.insuranceinstitute.ca/insurance-education>



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Strength in Numbers.

Members Benefit from programs and services to advance your education, experience, ethics and excellence.



Why is Association Membership Important for You?

Did you know the Insurance Institute was created by Canadian insurance companies? We were formed in 1899 when a group of companies met to create a national body which would provide quality education programs to Canada's insurance professionals.

Today, the Institute remains a not-for-profit association governed by a board representing the major insurance employers in Canada. We service more than 39,000 members across Canada with our CIP and FCIP designation programs, certificate programs and more. These national programs are delivered to you through our Insurance Institutes and Chapters across the country, alongside their local seminars and networking events.

We have evolved with the industry, but our goal remains the same: to ensure that insurance professionals have access to the latest industry knowledge and education to better serve the insurance-buying public.

How are our funds spent?

As a not-for-profit association, any excess funds we have are channeled back into the development of new education options, such as the Risk Management and Advanced CIP certificate programs, as well as new technologies, such as the IIC Mobile Learning app. Additionally, we are always researching and developing new education delivery methods to better suit your needs, such as our real-time virtual classes.

Where do you come into this?

As was mandated by the major insurance organizations who formed the Institute, we rely on members like you to be able to continue to achieve our goals. By keeping your membership in good standing, you are ensuring that you still have access to high-quality education programs, regardless of your career path in the industry.

You would know about the tangible benefits of membership including access to our CIP and FCIP designation programs, seminars, networking events and more. But as with other industry associations who provide education and designations, there are other important benefits to membership that you may not know about. Your membership demonstrates a commitment to your profession and professional alignment with an organization that is recognized as a leader in the industry for education.

It's for all of these reasons that we encourage you to keep your membership with us in good standing – it's of great benefit both to you as an insurance professional, and also to the property & casualty industry in Canada. To renew, log into your profile at www.insuranceinstitute.ca or call Member Services at 1-866-362-8585.



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Recognize our Industry Leaders.

Members Benefit from the CIP Society's National Leadership Awards.

The CIP Society created the National Leadership Awards to celebrate excellence and to recognize individuals who demonstrate a passion for learning, dedication to the profession, personal integrity and outstanding commitment to their organizations. The Society is proud of its role as a supporter of those industry leaders who act as role models and mentors. Their positive influence energizes and inspires the people around them. They enrich their communities. And they bring great credit to our industry.

Leaders are selected in two categories. Does this sound like someone you know?

Emerging

Team Player
Problem Solver
Innovator

Role Model
Determined
Resourceful

Established

Team Leader
Impactful
Visionary

Mentor
Influential
Mobilizer

PUT YOUR NOMINEE FRONT AND CENTRE



To nominate an Emerging or Established Leader, please review the Nominator Guide, Criteria and Nomination Form available at <http://bit.ly/1wKd7t2>

Up to ten CIP Society members may be honoured each year. Nominations are accepted from four regions: West, Ontario, Quebec and Atlantic and are accepted from **March 1 to June 1**.

Each year's honorees are awarded a one-of-a-kind handcrafted sculpture called 'Good Company' and join previous inductees in the CIP Society Leadership Circle.

The list of previous honorees may be viewed at <http://bit.ly/1DQNHs5>



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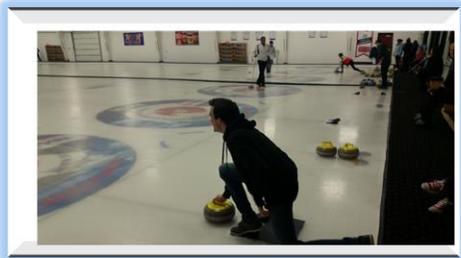
2016 CIP SOCIETY EVENTS



Thanks to all participating insurance organizations, professionals, students, and industry leaders for making CIP Society's Events a success!

We are about more than education; we enjoy bringing the various aspects of the industry together to network, socialize and have fun!

NETWORKING



TEAM BUILDING



SOCIALIZE

FUN



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WINTER EXAM SCHEDULE APRIL 2016

DATE/DAY	EXAM	TIME
April 4, 2016 - Monday	C 11- Principles & Practices of Insurance C 40 – Business Interruption Insurance – CBE**	9:30 a.m. – 12:30 p.m.
April 4, 2016 – Monday	C 16 – Business of Insurance C 131 – Advanced Skills for the Broker	1:30 p.m. – 4:30 p.m.
April 5, 2016 – Tuesday	C 13 – Insurance Against Liability – Part 1 C 48 - Automobile Insurance – Part 2 C 49 – Insurance Against Liability – Part 2 F 520 – Leading in the Insurance World	1:30 p.m. – 4:30 p.m.
April 6, 2016 - Wednesday	C 12 – Insurance on Property C 35 – Insurance Against Crime C36 – Building Construction, Fire & Basic Hazards C 132 – Practical Issues for the Broker	9:30 a.m. – 12:30 p.m.
April 6, 2016 – Wednesday	C 38 – Liability Loss Prevention C 58 – Marine Hull & Associate Liabilities – Part 1 C 111 – Advanced Loss Adjusting C 120 – Underwriting Essentials	1:30 p.m. – 4:30 p.m.
April 7, 2016 – Thursday	C 37- Special Hazards and Processes C 57 – Cargo and Goods in Transit Insurances C 110 – Essentials of Loss Adjusting	9:30 a.m. – 12:30 p.m.
April 7, 2016 – Thursday	C 31 – Property Damage Appraisal C 39 – Fraud awareness & Prevention C 43- Specialty Lines C 59- Marine Hull & Associated Liabilities – Part 2	1:30 p.m. – 4:30 p.m.
April 8, 2016 – Friday	C 14 – Automobile Insurance – Part 1 C 66 – Financial Services Essentials – Part 1 C 112 – Practical Issues in Claims Management	9:30 a.m. – 12:30 p.m.
April 8, 2016 – Friday	C 32 – Bodily Injury Claims C 122 – Practical Issues in Underwriting Management	1:30 p.m. – 4:30 p.m.
April 13, 2016 - Wednesday	C 40 – Business Interruption Insurance – CBE**	9:30 a.m. – 4:30 p.m.
April 18, 2016 - Monday	C 40 – Business Interruption Insurance – CBE**	9:30 a.m. – 4:30 p.m.

Tips for Exam Prep...

There are several ways you can prepare for your CIP Exam:

1. Review our tips for exam success
2. Learn more about writing an effective CIP exam
3. View sample exam formats.

Visit our website for tips and tools for Studying – <http://bit.ly/1nPnLnj>

****CBE – Computer Based Exams – students must log in to their accounts to book a time slot for the specific CBE, as there are only a certain number of seats available per time slot.****



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2015/2016 Event Sponsors

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 <p>AVIS Budget®</p>	 <p><i>Anthony</i> INSURANCE</p>
 <p>Cunningham Lindsey Canada</p>	 <p>AVIVA</p>
 <p>claimspro</p>	 <p>[intact]</p>
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 <p>Wedgwood</p>	 <p>Wynward Insurance Group Est. 1920</p>



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IFS
INSURANCE PREMIUM FINANCING



*Happy Easter!!
Happy Spring!!*



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