

IINL Insider

Spring 2015

THE INSURANCE INSTITUTE OF NEWFOUNDLAND AND LABRADOR

E-Volume 1, Number 2

From the “President”

Steve McQueen, BBA, CIP



It's difficult to imagine that my tenure as President of IINL is almost to a close as these past 2 years have certainly gone by quickly. We have faced many challenges as an organization & have seen much success. Our class enrollment has increased 32% year on year, event attendance has doubled & our membership continued to grow at over 5%. Much of this is attributable to the great people I had great pleasure working with. Their strong commitment as volunteers to our efforts of continuing education goes well beyond words. I wish to thank everyone involved in our great organization for everything they have done to contribute to attaining our goals. I truly appreciate being part of the insurance community here in Newfoundland & want to thank all of our insurance partners for supporting our endeavors. Regardless of my tenure as President coming to a close, they aren't getting rid of me quite yet as I will be serving on an advisory capacity as Past President. Don't say I didn't warn you.

Many thanks again for everyone supporting my tenure as President of IINL & I look forward to our continued success moving forward

Best Regards,

Steve McQueen

2015 Atlantic Essay Contest Winners!

Congratulations to all members of the Insurance Institutes of NB, NL, NS and PEI who submitted essays during the 2015 National Education Week. The results are:

Winner: Joey Deschambault, Wawanesa, IINB

1st Runner up: Jody Willigar, Intact Insurance, IINS

2nd Runner up: Jordan Hipson, Founders Insurance, IINS

3rd Runner up: Danielle, Watson, Aviva Canada – IINS

In this Issue

Welcome to our Spring edition of the IINL Insider. We hope you enjoyed our Winter Edition of the Newsletter. Our newsletter will be published three times per year. We hope you will find the information useful and interesting...and we also urge you to send us information if you are interested in contributing to the editorial content that we can share with our membership.

You will find Spring Course Offerings; Event Highlights Ask the Institute and more!!

Upcoming Events Save the Date - 2015

CIP 4th Spring Fling – May 14
@ Fluvarium

IINL AGM – June 17

CIP Society Humber Valley
Golf Tournament – Sept. 11



Insurance Institute

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Career Connections



Explore these Career Exploration Tools!

The Career Connections website and job site have a variety of useful tools to help with career exploration.

Take our Quiz

To see how someone's education, interests and experience may add up to a great career in insurance.

Visit our media centre

To see videos featuring industry professionals talking about their roles in the industry.

All about licensing

To learn more about industry licensing, certifications, and designations.

For more information about Career Connections' outreach activities last year and the sum total of activities over the 10+ years of promoting careers in insurance, check out our annual report card. To see our calendar of events for 2015, check out our events section.

If you'd like to become an 'ambassador' and help promote careers in insurance to the next generation of insurance professionals, please visit our ambassador section for more information.

As a member of the CIP Society, you receive a number of important benefits.



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STUDY TIPS

In our very busy everyday lives it's hard to take the time we need to focus on studying. Here are a few simple hints that may help you prepare for your upcoming exams in April.

- Find a quiet place with no distractions. While studying it is important to concentrate and being able to focus without interruptions.
- Pick a time each week that you are going to study and stick to the schedule. For example every Tuesday and Thursday evening from 7:00 p.m. – 9:00 p.m. Decide when is the best time of day for you to study. Some people prefer the mornings while others prefer the evenings.
- Research shows that the majority of people can only concentrate for about 30 minutes at one time. Study for 30 minutes then take a break (get some fresh air, get a drink) and then get back to studying.
- Focus on one Chapter at a time. Each chapter has Objectives at the beginning to help you distinguish what is important in each chapter.
- Make notes! Sometime writing notes in your own words can help you understand concepts more easily. Simplifying things sometimes makes it easier to memorize.
- Find others in the industry (co-workers or friends) who are taking the same course or who have already taken the course to discuss what you have learned. Find someone to talk about the course and test your true understanding.

Stay Focused and Good Luck!

IINL 2015 Spring Course Offerings

IINL is pleased to announce that we are offering the following courses

C16: Business of Insurance - Monday @ 5:30

C39: Fraud Awareness - Wednesdays @ 5:30

C122: Practical Issues in Underwriting- Virtual - Tuesday @ 6:00

C132: Practical Issues in Broker Management – Virtual – Tuesdays @6:30 NL

C81/82 General Insurance Essentials - Wednesday @ 5:30

Register online at [IINL - CIP Courses](#).

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Volunteer Spotlight

Janet (Jenny) Hall, CIP, CRM
Johnson Insurance

In 1994 when I started my insurance career, I was directed to the Insurance Institute of NL (IINL) to complete a Property & Casualty licensing course. Looking back, who could have known that this one licensing course would open up a world of possibilities within an industry I wasn't overly familiar with?

Since then, the IINL has not only encouraged me to move forward to complete my CIP and FCIP designations, it has also given me the opportunity for personal growth within the industry through **volunteerism**.

Over the past 20 years, I've been an active participant in many of the Institute's social functions and educational events. Participation eventually led to volunteering within the committees... and the benefits have been endless!

Network, network, network! Whether you are participating or volunteering at the IINL, the opportunity to build relationships with people from a vast range of industry skills and knowledge is incredible. On several occasions I've been able to consult with some of these individuals for coverage interpretation. I am so grateful to have had this support system to rely on.

Volunteering demonstrates that you are willing to invest time in yourself to gain skills you may not normally gain in a typical work environment. As past-treasurer of the IINL, I was able to gain accounting experience through the monthly reports and annual budget process. This year I became involved in the budget process in my job and was able to draw on this past experience to guide me through.

Another benefit of volunteerism is that it can help boost your career options and looks great on a resume! From a hiring perspective, it is a valuable asset when considering candidates in that it demonstrates the person's willingness to step outside their normal routine and invest time in helping others. Competition is tough and this might be the very thing to give you an edge in the job market.

So get involved, be passionate, volunteer and have fun...the rewards far outweigh the effort!

Executive & Council 2014-2015 Term

President

Steve McQueen, BBA, CIP
Burns & Wilcox Canada

Past President

Late David I. Woolley, FCIP, CAIB
Atlantic Insurance

1st Vice President

Robert Byrne, B.Comm. CIP, ICP
Public Utilities Board

2nd VP/CIP & CC Chair

Norine Taylor, CIP
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Todd Brown, CIP

Director/SEP Chair

Donna Payne, CIP, CAIB, CRM
Burns & Wilcox Canada

Manager

Leona Rowsell

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**As a member of the CIP Society,
you receive a number of important benefits.**

members benefit

Professional Development

As the learning process is never complete, the CIP Society offers graduates the opportunity to continue to hone their skills and learning through the PROedge series of seminars, which are designed for the graduate level of understanding. In addition, the Rhind Scholarships are available if you need financial help to continue your education.

Promotion of the Designations

The CIP Society runs a nation-wide advertising and promotional campaign explaining to consumers what the CIP designation stands for: educated, experienced and ethical insurance professionals. As well, the Society continues its high-profile positioning on professional ethics with a regular column appearing quarterly in Canadian Underwriter magazine.

Information Services

The CIP Society offers members the Advantage of information in three formats: ADVANTAGE Daily: the news in brief – industry news from around the world, offered daily in English, and weekly in French; ADVANTAGE Monthly: emerging trends and issues – papers that give in-depth insight into the issues of today and are housed in an online library available exclusively to CIP Society members; ADVANTAGE Quarterly: the pulse of the industry – your member newsletter that keeps you up-to-date on the Society, the people and the profession.

More Resources at the Ready

The CIP Society members-only section of the website offers a great deal of valuable resources including Text Link for current CIP course textbooks available at your fingertips, and Legal Links for legal updates and information.

Special Events and Networking Opportunities

Uniquely for CIP Society members, most local institutes and chapters coordinate opportunities to bring our graduates together, be it through wine tastings, curling bonspiels, golf tournaments, or other events to help you stay connected.

Membership Savings

The CIP Society offers access to Venngo's MemberPerks™ savings program that can net members discounts on everyday or special purchases or trips.

Employers Benefit

A 'Chartered' title shows both your employer and colleagues that you have the knowledge, experience and ambition to succeed in a fast-paced, competitive industry. The bottom line is that educated and qualified personnel inevitably lead to a more productive work force for the employer.

More Benefits

Membership in the CIP Society also offers opportunities to contribute and volunteer at the Insurance Institute. As a new grad, you benefit from free membership for a portion or all of the first year (depending on election). Finally, membership in the CIP Society entitles you to associate membership in our sister American Association, the CPCU Society



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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 honourees 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 honourees may be viewed at <http://bit.ly/1DQNH5>



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Annual CIP Bowling and Curling Events

Over the winter months we had two fantastic events Bowling in January and Curling in February during National Education Week. Networking events are very important part of our organization we like to bring all areas of the industry for a relaxing evening of fun, prizes and lots of food. We had an awesome turnout for both events and the weather cooperated with us as well.

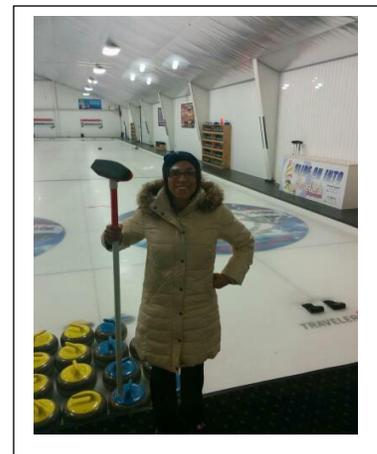
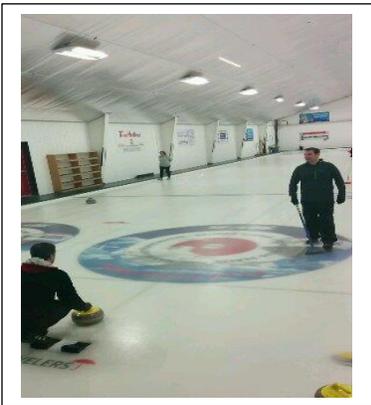


Thanks to all those who donated prizes for both events, as well, a very special thank you to BELFOR for sponsoring our Curling event as always and for providing extra food for the bowling event, which was enjoyed!!

A big shout out to all who attended as these events couldn't be as successful without all who attends and supports IINL.

We look forward to seeing you all at our next event the Spring Fling May 14th at The Suncor Energy Fluvarium. Registration coming soon!!

ALWAYS FUN TIMES!!



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Insurance Institute of IINL – 2014/2015 Prize Donators/Sponsors

 <p>Anderson McTague & ASSOCIATES Extra Strength Underwriting.</p>	 <p>Burns & Wilcox Canada</p>
 <p>BELFOR (●) PROPERTY RESTORATION</p>	 <p>AVIVA</p>
 <p>GoTo insure.ca GTI BROKER GROUP INC</p>	 <p>DKI serving Canada since 1992</p>
 <p>[intact] INSURANCE</p>	<p>Atlantic Insurance Company Limited</p>
 <p>IFS INSURANCE PREMIUM FINANCING</p>	 <p>AVIS Budget</p>
 <p>PAUL DAVIS SYSTEMS Restoration Specialists</p>	 <p>Crawford</p>
 <p>the co-operators Group Auto and Home Insurance</p>	 <p>fic</p>
 <p>Wedgwood</p>	 <p>Steers insurance</p>
 <p>NLAIW Newfoundland Labrador Association of Insurance Women</p>	 <p>JOHNSON</p>



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