

Momentum...

Engaging those who work in Nova Scotia's P&C insurance industry

SUMMER 2015

INSURANCE INSTITUTE OF NOVA SCOTIA

VOLUME 1, NUMBER 3



From Our President Moira Murphy, FCIP

Here at the Insurance Institute of Nova Scotia, summer time is not down time! Our goal is to help you stay connected with other Insurance Professionals and support *your commitment to professional development*.

At this time of year, we have the opportunity to get out and promote membership and attendance at networking events like our Spring Fling and the CIP Golf Tournament.

Read on and you will learn about our fall lineup of CIP courses and seminars as well as some other new and exciting education options for Insurance Professionals.

Tell us what you think about *Momentum...* We would like to hear from you!



Atlantic Essay Contest

Congratulations to Joey Deschambault, FCIP of Wawanesa Insurance in Moncton, NB; winner of the 2015 Atlantic Essay Contest. Joey is pictured receiving his prize of an iPad Mini from IINB Manager Monique LeBlanc, FCIP.

Honorable mention also goes to:

1st Runner Up: Jody Willigar, Intact Insurance, Dartmouth, NS

2nd Runner Up: Jordan Hipson, Cluett Insurance, Dartmouth, NS

3rd Runner Up: Danielle Watson, Aviva Canada, Dartmouth, NS

You can read all of their essays at <http://bit.ly/1MiU2mC>

In This Issue

Welcome to the Summer edition of our newsletter. We encourage you to send us information and photographs that we can share with our membership if you are interested in contributing to the editorial content.

<u>Item</u>	<u>Page</u>
From Our President	1
Atlantic Essay Contest	1
Fall 2015 CIP Classes	2
Lloyd King Scholarship	2
Spring Networking Fling	2
Meet Your Instructor	3
IINS Governing Council	3
New Certificate Programs	4
CIP Society Golf Tournament	4
Become An Ambassador	5
Insurance Idol!	5
What's On the Horizon?	6
2015 Subscribers	6
Be a Winner with CIP Courses!	6
Thank You!	6

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Fall 2015 CIP Classes

IINS is offering the following CIP classes starting September 14, 2015:

C11 Principles & Practice of Insurance

David Little, CIP – Virtual

Wednesday night at 6:30 pm Atlantic

C12 Insurance on Property

Brian Houlihan, FCIP - Virtual

Tuesday night at 6:30 pm Atlantic

C13 Insurance Against Liability Pt 1

Jody Willigar, FCIP – Virtual

Wednesday night at 6:30 pm Atlantic

C13 Insurance Against Liability Pt 1

Ken Clahane, FCIP – Weekend Warrior

November 6 – 8 & 20 - 22

C14 Automobile Insurance Part 1

Shelley Landry, CIP – Virtual

Monday night at 6:30 pm Atlantic

C16 The Business of Insurance

Brian Houlihan, FCIP – Virtual

Monday night at 6:30 pm Atlantic

C32 Bodily Injury Claims

Jennifer Blacklock, CIP – Virtual

Monday night at 6:30 pm Atlantic

C39 Fraud Awareness & Prevention

Jody Willigar, FCIP – Virtual

Tuesday night at 6:30 pm Atlantic

C111 Advanced Loss Adjusting

Jennifer Blacklock, CIP – Virtual

Thursday night at 6:30 pm Atlantic

C130 Essential Skills for Broker/Agent

Ken Clahane, FCIP – Virtual

Tuesday night at 6:30 pm Atlantic

Register online:

<http://bit.ly/1gKUefi>

Download the schedule & registration form:

<http://bit.ly/1Ov6crV>

Registrations received after September 11, 2015 may be subject to a late registration fee.

Lloyd King Scholarship

Could you or a family member do with some financial assistance for your education?

The Lloyd King Scholarship was created in 2009 by Lloyd King, a past Chairman of the Insurance Institute, as a tribute to his continuing dedication to professionalism in the property/casualty insurance industry. The proceeds of this charitable trust are used to provide scholarships to assist Atlantic Canada students who are enrolled in full-time post-secondary education. Scholarships have been awarded annually to recipients from a variety of educational backgrounds.

The Lloyd King Scholarships award financial assistance for up to two qualifying residents of Atlantic Canada who are pursuing post-secondary education. Applicants must be employed in the property and casualty insurance industry or a dependent of, or immediately related to, an individual who is employed in the property and casualty insurance industry and a member of the Insurance Institute within Canada. Support the industry's future by encouraging students to apply for these scholarships.

Further information and an application form can be found at <http://bit.ly/1GCGStq>

The deadline for submissions is Friday, September 25, 2015, 5:00 p.m. EST.

Spring Networking Fling

The Waterfront Warehouse was again the location for the 2015 Spring Networking Fling on May 14, 2015. Over 320 members of the Nova Scotia P&C insurance community gathered to mix, mingle, enjoy hors d'oeuvres and a hot buffet, then burn it all off on the dance floor with DJ Harv. Thanks to BELFOR for providing the Early Bird Registration Prize, IBANS for their continued support, and the following sponsors.

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Meet Your Instructor

With most of our CIP classes now taught virtually, you probably know very little about your instructor, much less what he/she looks like. In this edition of *Momentum...* we highlight one of IINS's longtime instructors.

Brian Houlihan, M.Ed., FCIP

Q: What is your current position and what company do you work for?

A: I'm the Bedford Branch Manager of Portage Mutual Insurance, a position I've held for 18 months.

Q: When and how did you begin your insurance career?

A: I was a Junior High and High School teacher for two years and then decided on a career change in 1987. I started as an underwriting trainee with Guardian Insurance in Halifax.

Q: What most excites you about your work and the contribution you can make?

A: I like dealing with the staff and brokers and the variety of roles I'm involved with; marketing, human resources, budgets, planning, emerging underwriting issues. I've found over my career that my education degree has served me well because I'm a people person and you learn to deal with people in a different context. The teacher becomes the student!

Q: How long have you been a member of the Insurance Institute?

A: I joined the Insurance Institute in 1987 when I started my insurance career.

Q: Why did you first become involved as an instructor for the Insurance Institute?

A: Being a people person I've always enjoyed teaching and watching people develop their careers and grow professionally. When I finished my CIP in 1991 (followed by my FCIP in 1992), I started teaching.

Q: What do you like most about teaching CIP courses?

A: I like talking with the students, learning about them. Ironic, since I am the instructor! I enjoy linking theory to the everyday current world.

Q: What might someone be surprised to know about you?

A: I'm afraid of heights. Maximum height is three steps on a ladder.

Q: Where would we find you when you aren't working or instructing?

A: With my family. Usually my wife, Joanne, and I are running to some sort of sports game or school activities with our boys, Benjamin (11) and Rowan (9 1/2).

Q: What would be impossible for you to give up?

A: Chocolate

On June 26, 2015 the Annual General Meeting of the Insurance Institute of NS was held. As part of that meeting our Council for next year was elected.

We're pleased to announce our Executive & Directors for 2015-2016 will be as follows:

President

Moira Murphy, FCIP
Intact Insurance

1st Vice President

Paul Croft, CIP
Aon Reed Stenhouse

2nd Vice President

Gloria Snow, CIP
Economical Insurance

Past President

Susanne Paulsen, FCIP, CRM
Aviva Canada

Directors

Kelly Leydon, FCIP
TD Insurance

Kimberley Livingston, CIP, CRM
Portage Mutual Insurance

Jane Richardson, FCIP
RSA Group

Matthew Robblee, CAIB, CIP
Caldwell Roach Agencies

Andy Williams, FCIP
AMG Claims Inc.

Manager

Jenny Reyno
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Education Coordinator

Leanne Henriksson, BBA
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New certificate programs starting this fall!

The Insurance Institute of Canada academic department has been working hard on two important new programs which will deepen your insurance and risk knowledge.



Advanced CIP Certificate Program

Are you looking to deepen your insurance education and challenge opportunities in your field? Graduates of the CIP program can now look to continue their education path with the Advanced CIP. This four-course program blends CIP course material with new topics and techniques designed to enhance your core business competencies. Develop your strategic management skills, business and financial acumen, critical thinking and communications skills. Additionally, the Advanced CIP provides an alternate route into the Institute's esteemed FCIP program for CIP graduates who do not hold a university degree. Find out more or register at <http://bit.ly/1Rx43kv>

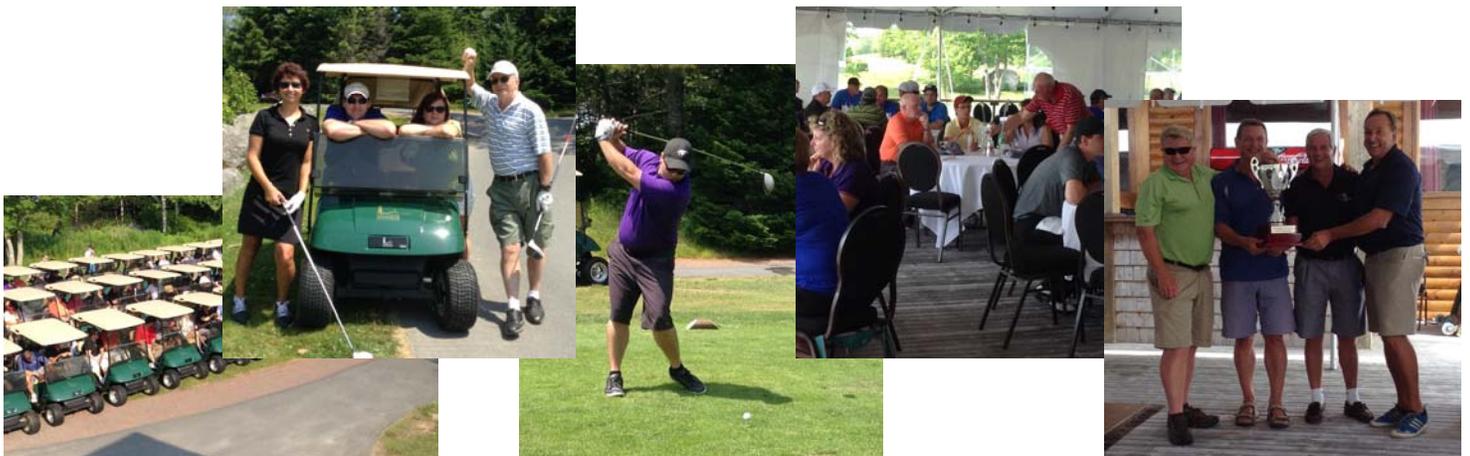
Risk Management Certificate Program

This three-course certificate offers the opportunity to deepen your understanding of risk in the context of insurance. You'll get the tools and knowledge you need to implement risk management practices for your organization, including understanding the context of risk in an insurance role, assisting in analyzing risk exposure, developing analytical skills to determine the effects of risk and mitigation techniques, and potential to provide entry into management roles. For full details or to register, visit <http://bit.ly/1JfxjXz>



17th Annual CIP Society Golf Tournament

In the seventeen-year history of the CIP Society golf tournament it has only rained twice. July 14, 2015 was no exception, dawning warm and sunny as 130 players took to the course at Granite Springs Golf Club. Between the Putting Contest and 50/50 ticket sales (thanks to the winner who donated his earnings back), in excess of \$1,250 was raised for [Camp Triumph](#). This year's event included the first-ever presentation of the 'Past Presidents Cup' to the foursome of Ken Clahane, Rob Knapp, Richard Bishop, and Doug Wilson. Thanks to the many sponsors who ensure this tournament continues to be popular, and mark your calendars for next year - July 12, 2016!



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Become a Career Connections Ambassador!



CAREERCONNECTIONS™
find your place in insurance

To help motivate and inspire young people to think about the insurance industry as a possible career path, the Insurance Institute has developed the Ambassador Program. Our trained Ambassadors are experienced industry professionals who volunteer their time to

share their own educational and career journeys with students and career seekers. From a first-hand perspective, they directly communicate how much our industry has to offer, and often offer personal stories about their satisfying and ever-changing careers.

As “spokespeople,” they help to put a “face to the insurance industry” through classroom presentations and career fairs at both the secondary and post-secondary level.

When an Ambassador is invited to speak, participants receive the benefit of learning what an insurance industry professional has to say about how insurance helps people to bring peace of mind to their lives and help them through times of loss. Ambassadors can bring a career in insurance to life. They can take their audience inside an industry that’s varied, challenging and surprisingly interesting.

The presentations include interactive activities, a video presentation and handouts and giveaways for each participant. With Ambassadors throughout the country, our goal is to demonstrate that there may be ‘a place for you in insurance no matter what your interests are.

If you would like to become an Ambassador or would like more information about the Ambassador program, visit <http://www.career-connections.info/Ambassadors/Ambassadors.aspx>



Looking for musicians...with a side of insurance! We're searching for **four** musical acts that want to battle it out on stage on Tuesday, September 29 at The Lower Deck in Clayton Park. The only catch is that your act must have at least one member who works in the insurance industry.

Everyone from a soloist to a full band is invited to take part!

All acts will receive a donation to the charity of their choice, with the winning act earning \$500 for their charity. Net proceeds from Insurance Idol will be donated to a member of our NS P&C insurance community who could use some help from their insurance family (recipient is yet to be determined). Learn more at bit.ly/1RkxM07 or contact IINS if you have any questions. Enter today!!



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What's on the Horizon?

Seminars:

- Sept 25: Commercial Property - Coverage/Exclusions/Endorsements
Oct 27-29: [Essential Management Skills](#)
Oct 30: Snow & Ice Risk Mitigation
Nov 27: Asbestos & Mould

Networking Events:

- Sept 18: Charity Softball Tournament-**SOLD OUT!**
[Register as a Spectator](#)
Sept 29: [Insurance Idol!](#)
Oct 22: South Shore Soirée
Nov 4: Feed the Minds of Youth
Nov 5: 62nd Annual Awards Dinner
Nov 19: Sydney Soirée



Be a Winner with CIP Courses!

Congratulations to Steve Gannon of Travelers Canada, the lucky winner of an iPad Mini. Steve's name was automatically entered in the draw when he registered for an IINS CIP class during the recent Spring semester.

2015 Subscribers

The Insurance Institute of NS would like to thank our 2015 Subscribers for their financial support and recognition of the importance of education in the insurance industry.

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Silver

[Cluett Insurance Brokers Inc.](#)

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Bronze

[BF&G Insurance Limited](#)

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Are you an insurance industry employer who would like to join our list of Subscribers? [Review](#) our Subscriber Opportunities for more information on the levels of support and available benefits.

Thank you!

Thank you to the following volunteers who supervised CIP final exams in April and July 2015. If you would like to help during future exam sessions, please send us an email at IINSmail@insuranceinstitute.ca

Nancy Day, CIP
Deb Mitchell, CIP
Thom Hori
Deb MacDougall, CIP
Kate MacKinnon, CIP
Gail Abraham, CIP
Carol Campbell, AIIC
Frank Robertson, FCIP
Bonnie Pilkington, FCIP
Melissa Sabeau, FCIP
Boyd Greene, CIP
Matt Robblee, CIP

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Dale Brown, CIP
Mark MacDonald, FCIP
Rick Hill, FCIP
Jim Burbridge, AIIC
Bob Dorey
Marg MacInnis, CIP
Margie Morash, CIP
Shelley Landry, CIP
Tim Butts, CIP
Debbie MacLaughlin, CIP
Lynn LeBlanc

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Nancy d'Entremont-Campbell, CIP
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Margot Ferguson
Phillip Robichaud, FCIP
Jody Dakai, FCIP



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