

# Cambrian Shield



## Chair's Report

**Arlene Byrnes, BA, CIP**

It is again that time of year where we reflect on the achievements of our Chapter. In November, we celebrated the success of our newest graduates with convocation celebrations in three cities. The completion of the CIP and FCIP designation programs is an immense achievement that follows much hard work and dedication. I know you will join me in congratulating the seven graduates in our chapter who achieved the CIP designation in 2014.

CIP evening classes ran in the Fall and Winter semesters in both Sudbury and Sault Ste Marie, and we are pleased that they will commence again in the Fall of 2015. We also ran various seminars and webinars for our members throughout the year on various topics, with plans for more this year. Please let us know if there is a topic you would like to see us hold a session about.

At our North Bay bonspiel, not only did we enjoy a successful networking event, but we were also able to raise over \$1,100 for our chosen charity, 'Packsac Smiles!' Thank you for your generous donations—it really shows how our insurance community can come together for those in need.

At the Insurance Institute of Ontario's Cambrian Shield Chapter, we are excited to see what next year brings. Here's to an amazing year ahead; we wish you all the very best for 2015!

Sincerely,

Arlene Byrnes, BA, CIP  
Chair, IIO-Cambrian Shield Chapter

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### IIO - Cambrian Shield Chapter

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IIOCambrian



# Cambrian Shield Council 2014-2015

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## Another exciting Bonspiel event!



Another successful bonspiel in North Bay March 26.



The Bonspiel committee proudly hands over a donation to Packsac Smiles

On March 26, 2015 the 11th annual Bonspiel took place at the Granite Club in North Bay. This event brings together insurance brokers, adjusters, and insurance companies as well as others related to the industry. A great day was had by all.

We were thrilled have again raised money for Packsac Smiles – a North Bay charity that provides children in need with the essentials for school.

Watch this space for the March 2016 Curling Bonspiel, which will take place in Sudbury

Thank you to all those who attended, and the members of the committee who put this event together.

Thank you also to our generous sponsors:

**Strome Intact Paul Davis Systems DST Consulting Engineers**  
**Carstar EFI Global Promus**

And all those who contributed to our raffle/door prize table.

Thank you also to the committee who worked so hard to make this event a success:

**Staci Brooks Michelle Ricciuto Michelle Major Vikki Hedderson**  
**Coleen Patterson Michelle Mercier Nicole Paradis**

## Give yourself the best chance of success in your RIBO Level 1 or OTL exam.



Cambrian Shield Sudbury licensing class November 2014

### North Bay course

Insurance Institute of Ontario, Cambrian Shield Chapter is pleased to offer students who are new to the Insurance Industry an intensive 2 week Agent (Other than Life) and Broker (Entry Level 1- "Acting Under Supervision") program. The program is designed to prepare you for the Agent and Broker exam.

The class is instructed by the very successful Lyall Bell, CIP of Solutions Training Insurance Resources

### Class dates are June 15 - 26 at FirstOnSite in North Bay.

A big thank you to FirstOnSite for allowing us the use of their office for our licensing course!

Congratulations to our November licensing class for their hard work and dedication in the course. We wish you luck in your future endeavors.

## A Big Thank You!

Our thanks to the following instructors, and exam monitors from the Winter 2015 term - and to their employers, for the time, energy and enthusiasm they so generously donated.

Winter 2015 Volunteer CIP Exam proctors

<b>Dryden</b>	<b>April Gale</b> , Gillons' Insurance Brokers Ltd.
<b>Elliott Lake</b>	<b>Alison Rogers</b> , Cambrian Insurance Brokers
<b>Fort Frances</b>	<b>Ted Fitzgerald</b> , Gillons Insurance Brokers Ltd. <b>Keith Knapp</b> , ClaimsPro
<b>Kenora</b>	<b>Tracy McDonald</b> , Lake of the Woods Insurance
<b>North Bay</b>	<b>Roseanne Stitt</b> , Optimum Insurance Company <b>Holly Driehuis</b> , Crawford and Company <b>Linda Yeomans</b> , Service Master
<b>Sault Ste. Marie</b>	<b>Patty Babcock</b> , Algoma Insurance Brokers Ltd. <b>Ian Johnston</b> , SCS Insurance Adjusters Ltd.
<b>Sudbury</b>	<b>Arlene Byrnes</b> , Intact Insurance <b>Andrea Pellerin</b> , Intact Insurance
<b>Thessalon</b>	<b>Fred Edwards</b> , Brokerlink
<b>Thunder Bay</b>	<b>Laura Lalonde</b> , Wawanesa <b>Paula Wismer</b> , The Cooperators <b>Cheryl Boucher</b> , The Cooperators <b>Deborah Mannisto</b> , Crawford & Company <b>Debbie Niva</b> , Brokerlink <b>Clarie Richardson</b> , Crawford & Company <b>Mary Holland</b>

### Winter 2015 Semester Instructors

Thank you also to our wonderful Instructors in the Winter 2015 semester:

**Arlene Byrnes**, CIP, Intact Insurance  
**Patty Babcock**, CIP, Algoma Insurance Brokers Ltd.  
**Lyll Bell**, CIP Solutions Training Insurance Resolution

## Cambrian Shield Chapter Annual General Meeting

The Annual General Meeting of the Insurance Institute of Ontario Cambrian Shield Chapter will be held at 12:00 pm on June 11, 2015, in Sudbury at the Days Inn, 117 Elm Street.

The following items are on the agenda:

1. Notice of Meeting
2. Report on Quorum
3. Minutes of Previous Annual Meeting and any other meetings held since the last Annual Meeting
4. Report of Committees and Other Reports and Communications
5. Report of the Chair
6. Treasurer's Report
7. Annual Financial Statements
8. Approval of Acts of Officers
9. Election of Slate of Officers
10. Appointment of Auditors
11. Other Business
12. Adjournment

Members are welcome. Please RSVP to Heather at (866) 362-8585 ext. 2222 prior to June 1, 2015.

## Risk Management Seminar in North Bay

### Risk Management: An Overview

May 28, 2015 | 9 am to 2 pm  
Holiday Inn Express in North Bay

Are your clients receiving the best risk management advice possible from you, their insurance professional?

"Risk" is defined as "chance of loss". The promise to respond after an insured suffers a loss is what our industry is all about, but it is also our responsibility to help insureds minimize their risk to reduce the chance of that loss occurring.

Join us to learn a variety of techniques to help manage risk, which will ultimately help you help your clients. For any level of insurance professional, this seminar will ensure you don't miss the next opportunity to offer sound, knowledgeable risk management advice to your insured.

You will leave this seminar with a solid understanding of:

- The Risk Management Process
- Identifying and analyzing property, income and liability exposures
- Examining risk control and risk financing techniques
- Forecasting accidental losses
- Reinsurance and self-insurance
- Insurer / Broker Selection
- Claims Management

For more information and to register, visit [www.insuranceinstitute.ca/CambrianShield](http://www.insuranceinstitute.ca/CambrianShield) and click on the 'Seminars' link.



# INsight Ontario

Spring 2015



**Pat Van Bakel, BA, CIP**  
President, Insurance Institute of Ontario

## Message from the President

As this newsletter hits your inbox, the much-awaited spring is also due to arrive after a record cold Ontario winter. Even if you're into winter sports—and if it wasn't too cold to enjoy them this winter—you will likely be elated that soon enough, the trees will be blossoming again.

Key indicators of spring also come to the Insurance Institute of Ontario. All of our new graduates have just attended their

convocations, April exams are looming, and students are registering for the next courses in their educational journeys. We know you're busy, so our six chapters and the GTA are all pleased to offer a wide variety of learning formats to suit your schedule. Whether you would prefer the virtual class format of live, online classes that you can do anywhere with an internet connection, or the more intense study offered by one week classes and weekend warriors, we are bound to have a class format that suits you. And if you need help choosing the path that's right for you, please remember that our local chapter managers, the Member Services team, and our "Ask the Institute" email box are all available.

This will be my last message as your president, as my term will be complete at the Annual General Meeting on June 25, 2015. I have greatly enjoyed the year, particularly travelling around the province, participating in the various convocation celebration events. Although there is a great variation in these events around the province—some are intimate luncheons, and others involve 800 colleagues networking—the main message is consistent: the CIP and FCIP designations are highly valued and remain a vital differentiator for success and leadership in our industry. I had the pleasure of congratulating the graduates as they received their diplomas, and I want to take this opportunity to congratulate you once again. Whether you now have your CIP or FCIP, you can be proud of your significant achievement that has prepared you for the challenges that this industry is facing.

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**Insurance Institute**

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This year, Ontario convoked its inaugural group of graduates from the new FCIP Program that was launched five years ago, hand-in-hand with the graduates from the existing program. The new FCIP Program is designed to prepare people for leadership and decision-making roles at all levels of the industry. Our five new graduates tell us about the value of the program and that of the online community that they have become a part of. There is no other program like it! Once again, congratulations to all of the FCIP graduates—and if you are a new CIP graduate, we encourage you to continue the momentum you've built and consider entry into the FCIP Program.

During the winter, we also participated in the sixth annual National Education Week from February 23 to 27. The entire province participated with events, seminars, information sessions, and coffee calls, many that were held at your offices. We are grateful to the more than 2,000 industry professionals who showed their commitment to education by participating in our activities. Those who couldn't attend the events and seminars followed us on Twitter to show their support!

Another element of spring to look forward to is GTA's 11th annual CIP Society Symposium, with the theme *Bigger and Better: Growth in a Finite Industry.* Mark your calendars for April 16 to hear featured

speakers Dr. Nick Bontis, a leading strategy and management expert, and Sylvie Paquette, President and COO of Desjardin General Insurance Group Inc. We have listened to your feedback, and in response, there are future plans for Symposium West, which will be held mid-August in Cambridge, Ontario. Stay tuned for more information as plans are firmed up.

The annual membership renewal drive is about to begin in preparation for the 2015/2016 membership year that starts on June 1. This is your association, and as members, you are the foundation of the organization. Membership allows you to stay up-to-date with our dynamic industry, connect with industry professionals at networking events, enhance your career by getting your CIP or FCIP designation, and access the latest industry knowledge and practical techniques through our regular seminar program. Additionally, we are also pleased to announce that all of our paid members will be able to boost their professional development with several complimentary Member Bonus series seminars! To see what is available, either virtually or in your local area, visit your local chapter home page via [www.insuranceinstitute.ca](http://www.insuranceinstitute.ca).

Our members are vitally important, so we also extend our sincere thanks to the employers who support their employees through assistance with membership.

Please encourage your team to participate in their own development through our complimentary offerings.

As this is my last president's message, I would like to use this opportunity to remind all of our members that this organization was built by the industry to educate our members and ensure that our industry professionals remain at a high standard. As a not-for-profit, we rely on volunteers to lend their skill sets to help us guide each area of the IIO. On behalf of the Governing Council, I would like to thank them for their time and dedication to the organization. And to our members—especially the new graduates this year—we encourage you to consider how you could play a vital role in both our success and the future of our industry. I know my last eight years in various volunteer roles have been extremely rewarding. Come on board! For more information about becoming a volunteer, please contact your local institute or chapter.

It has been a pleasure serving as your president, and I wish each of you a successful year ahead.



Pat Van Bakel, BA, CIP  
President, Insurance Institute of Ontario

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## CIP Society National Leadership Awards 2015 Call for Nominations

The CIP Society is pleased to announce the call for nominations for the seventh annual National Leadership Awards, a unique program that celebrates both Emerging and Established Leaders in the Canadian p&c insurance industry.

Nomination forms can be downloaded from the CIP Society section of the Institute website and are available in fillable PDF and Word formats. An updated nomination guide is also available for download, with tips to help nominators prepare a package that best reflects their nominees' contributions in multiple areas of life, including their profession, the industry, and their communities.

The Awards Program was launched in 2008 as part of the CIP Society's 10th anniversary celebrations, and since then, 31 honourees have been inducted into the prestigious CIP Society Leadership Circle. Inductees have a natural ability to bring the best out of the people around them and so have earned the admiration and respect of their peers.

Two of the three National Leadership Awards nominees in 2014 were from Ontario—Lynn Oldfield, President & CEO of AIG Canada, was recognized as an Established leader, and Adrian Osti, Manager, Learning & Development of Northbridge Financial Corp., was celebrated

as an Emerging leader. We congratulate them again on their awards.

If you know a potential candidate who demonstrates leadership through his or her personal qualities, professional commitment, and accomplishments, as well as industry and community contributions, we encourage you to bring forth a nomination in 2015.

To find out more about the Leadership Circle and the nomination process, please visit the website at [www.insuranceinstitute.ca/cipsociety/national-leadership-awards](http://www.insuranceinstitute.ca/cipsociety/national-leadership-awards).

## Upcoming Ontario Seminars

The Insurance Institute of Ontario's chapters offer engaging seminars to help you achieve your professional development goals and continuing education obligations.

For a full listing of upcoming seminars, as well as networking events, visit your local chapter's page from [www.insuranceinstitute.ca/Ontario](http://www.insuranceinstitute.ca/Ontario).

### Do you need CE hours in Alberta and/or Manitoba?

Please note our Ontario seminars are now accredited in all three provinces!

## Upcoming Ontario Events

Looking for opportunities to connect and network with other professionals? Local chapters host a number of events throughout the season to keep you connected.

Watch for the INsight Ontario, our biweekly email update for more details on upcoming events, as well as seminars. Or, you can see a listing by visiting [www.insuranceinstitute.ca/ontario](http://www.insuranceinstitute.ca/ontario) and clicking on your chapter.

## Membership Renewal

Just a reminder that the membership year ends on May 31st and you will soon be receiving a renewal notice from the Institute.

### Why Renew?

With our support, you can take your education and career to a new level with our courses, seminars, webinars, and valuable networking opportunities.

If you have any questions or need help renewing your membership, please contact us toll-free at 1-866-362-8585, or email us at [IICmail@insuranceinstitute.ca](mailto:IICmail@insuranceinstitute.ca)

## Insurance Institute of Ontario Annual General Meeting

### Attention, Members!

The Annual General Meeting of the Insurance Institute of Ontario will be held at 9:30 a.m. on Thursday June 25, 2015 at the Institute's offices, 18 King Street East, 16th floor, in Toronto. The following items are on the agenda:

1. Notice of Meeting
2. Appointment of Scrutineers
3. Report on Quorum
4. Minutes of Previous Annual Meeting and Any Other Meetings Held Since the Last Annual Meeting
5. Reports of Committees and Other Reports and Communications
6. Report of the President
7. Treasurer's Report
8. Annual Financial Statements
9. Approval of Acts of Directors
10. Election of Directors of IIO, Governors of IIC, and Honorary Members
11. Appointment of Auditors
12. Other Business
13. Termination

Members are welcome. Please RSVP to IIO Secretary at (416) 865-2707 or via email to [dbirch@insuranceinstitute.ca](mailto:dbirch@insuranceinstitute.ca) prior to June 12, 2015.

## Fundamentals Series

### A new seminar series to get to the basics of insurance!



Do you need to get up-to-speed quickly on one or more insurance topics to be more effective in your role? Are you new to the insurance industry? Are you a member of support staff within the industry and would like insight into how it works?

Whether you fit into one of these groups, or you just have a thirst for industry knowledge – our new Fundamentals Series is for you! An expansion of our ever-popular Insurance Fundamentals seminar which runs throughout the year,

the Fundamentals Series will give you a complete overview of the workings of the property & casualty insurance industry. You'll be taken through the functions of p&c insurance and introduced to basic concepts and key roles in the process.

Each seminar is either half day or full day in duration. Our existing Insurance Fundamentals seminar launches the series, followed by topics including automobile extras, habitation risks, commercial property and automobile, personal umbrella, specialty lines and condominiums. The Fundamentals Series seminars will engage you with exercises, discussion points and specific learning outcomes. You can take all eight seminars to give you a complete picture of the industry, or you can take seminars individually, depending on your knowledge needs.

The Fundamentals Series will be introduced with a staggered roll out in Ontario this year. To find out what's coming up in your area, visit your local chapter's homepage via [www.insuranceinstitute.ca/ontario](http://www.insuranceinstitute.ca/ontario) and click on the "Seminars" link.

## Twenty-Two Years and Counting



In 2013, the Insurance Institute, along with the insurance community, celebrated 20 years of the John E. Lowes Insurance Education Fund. Thanks are due in large part to John E. Lowes, BA, FIIC, CIB (Ont). This foundation is named in his honour as a tribute to his constant dedication to professionalism in the property & casualty insurance industry.

Since its inception, the fund has awarded over \$30,000 in financial assistance to qualifying Ontario residents. More than 30 post-secondary students have benefited from this scholarship. Today, we look to the insurance community to continue the good work of the Scholarship Program.

Each year, the John E. Lowes Insurance Education Fund annually offers financial assistance of one to four scholarships to Ontario residents pursuing full-time post-secondary property & casualty studies at a university or college level. In 2012, the Trustees increased the fund in response to the rising cost of post-secondary education. The fund now offers up to two (2) university-level scholarships of \$2,500 and up to two (2) college-level \$1,500 scholarships.

### Interested in supporting the next generation of insurance professionals?

There are a number of opportunities for individuals and organizations to get involved and support Ontario students. Through the Contributors' Program, become a college or university contributor. Your contribution will help offset the increasing cost of post-secondary education for students.

You can also join us for the annual fundraiser event, the Lowes Fund Breakfast. In October, help us support and celebrate scholarship recipients and hear from a prominent guest speaker.

### Know a student studying p&c?

We are happy to announce that the 2015 John E. Lowes Insurance Education Application is now available.

Learn more about the **John E. Lowes Insurance Education Fund and the Contributors' Program** at [www.insuranceinstitute.ca/scholarships](http://www.insuranceinstitute.ca/scholarships), or contact Tracy Bodnar at [tbodnar@insuranceinstitute.ca](mailto:tbodnar@insuranceinstitute.ca).

## MEMBER BONUS: Complimentary Seminars and Webinars for Ontario Members

We're always looking for ways that we can thank you for your support and add even more value to your Insurance Institute of Ontario membership. You responded positively to our complimentary webinars from the last two summers, and we're excited to expand on that!

So this year, we're introducing the **Member Bonus Series** – a number of complimentary seminars and/or webinars that we're offering alongside our regular seminar program to help you with your professional development.

We have begun scheduling starting in April, and we will keep you informed as we finalize our complementary offerings for the rest of the year. And as per usual, our seminars and webinars are open to all IIO members, no matter what chapter they belong to. We're pleased to be able to make it easier for you to keep up-to-date with your professional development!

To find out what your local chapter is offering, visit their homepage via [www.insuranceinstitute.ca/ontario](http://www.insuranceinstitute.ca/ontario), click on the "Seminars" link, and you'll see the Member Bonus offerings. Remember, as an IIO member, you can also take advantage of offerings from other chapters.

## Enrol Now for the CIP Spring Semester

The internationally recognized CIP designation is the benchmark of industry professionalism, with each CIP course being designed to give students more knowledge in helping them build on their professional development and in their day-to-day jobs. If you've taken one or more CIP courses in the last few years, we'd like to encourage you to continue the momentum you've built in your studies so far.

CIPs hold important positions within the Canadian insurance community, with the knowledge and skills gained in the program bringing value to their organizations.

To learn more about the CIP designation, please visit our website at [www.insuranceinstitute.ca/cip](http://www.insuranceinstitute.ca/cip). To view a list of classes in your area, visit at [www.insuranceinstitute.ca/ontario](http://www.insuranceinstitute.ca/ontario).

## Benefit from the Company Bill- Learning Program!

When you register for a course or seminar with us, do you wish there was an easier way than paying for it yourself and applying for reimbursement?

You might not be aware that there is a solution that could greatly benefit both you, as well as your HR and accounting departments. The Company Bill-Learning Program simplifies all employee registrations to the Institutes GIE, CIP and FCIP courses, seminars, and professional development programs with one invoice and one simple payment. Everyone wins with Company Bill-Learning— this means less administrative work for your HR and accounting departments and a speedier registration process for you and your colleagues!

To find out if your company is on Company Bill-Learning, first connect with your HR team. If they would like to find out more about how this program can benefit your company and its learning needs, they can contact Darrah Lahey, program coordinator at 416-362-8586 ext. 2255 or email [dlahey@insuranceinstitute.ca](mailto:dlahey@insuranceinstitute.ca).

# Members in Action: Local Chapter's Events and Activities

## CONESTOGA

### Annual Speakers Luncheon

For the past 36 years the Conestoga Chapter has hosted the Annual Speakers luncheon in support of the John E. Lowes Scholarship fund.

Our panelists: Chris Floyd, CIP, President, Individual Insurance, OTIP Group of Companies, Tammie Norn, FCIP, CEO, Proformance Adjusting Solution, Ed Berko, Senior Vice President & Chief Risk Officer, Economical Insurance and Barb Taylor, CIP, Director, Policy-Ontario Region, Insurance Bureau of Canada with Daniel Strigberger as out moderator, discussed a range of topics pertinent to our industry



Caption: Our panelists (From L to R) Daniel Strigberger, Tammie Norn, Ed Berko, Barb Taylor and Chris Floyd

## HAMILTON/NIAGARA

### Panel of Experts Chat

The Hamilton/Niagara Chapter hosted a very successful "Panel of Experts" chat on Thursday, February 26th at Michelangelo's Banquet Hall. A highlight was the intimate 'fire-side' chat, which featured three CEO's discussing today's insurance industry. We thank everyone for attending and also for the great questions that were presented to the panel.



Kadey Schultz, Partner - Hughes Amys, LLP Alister Campbell, CEO - Guarantee Co. of North America Lorri Frederick, COO - ClaimsPro John Taylor, President & CEO - Ontario Mutual Insurance Association.

## GREATER TORONTO AREA (GTA)

### Congratulations to the GTA Graduates!



Drew Dudley, Founder and Chief Catalyst of Nuance Leadership Inc. and keynote speaker for the evening's festivities

The Greater Toronto Area convocation took place on January 22, 2015 at the Metro Toronto Convention Centre. With over 200 GIE, CIP, and FCIP graduates attending, there were approximately 450 guests in attendance to celebrate with them.

The audience enjoyed the guest speaker, Drew Dudley, Founder and Chief Catalyst of Nuance Leadership Inc., who encouraged the them to take ownership of their leadership potential and redefine what it means to be a leader.

Student, graduate, and industry awards were handed out, including the Award of Merit, the CIP Society National Leadership Awards, and GTA Instructor of the Year.

### GTA Award Winners

#### The Kenneth E. MacLeod Prize First-Year CIP Prize

James Elmhirst

#### The Gerald E. Hackett Memorial Prize The Douglas N. Hurlbut Award

Ajay Tellis

#### SCM—The School of Loss Control Technology Prize

#### The Diamond Jubilee Award

Patricia Goodwin

#### CIP Bronze Winner CIP First Runner-Up

Liana Saccoccia

## GREATER TORONTO AREA (GTA)

#### CIP Bronze Winner CIP First Runner-Up

Liana Saccoccia

#### CIP Second Runner-Up

Ambika Thakur

#### New-Track Fellowship Program Award

Cody Smith

#### The Centenary Excellence Award

Yanchun Ding

#### The Robert Fisher Clark Award

Chris Pollard

#### The Centennial Award The Fellows' Award

Janet Costello

## KAWARTHA/DURHAM

Kawartha/Durham held their annual Convocation Luncheon at the Ajax Convention Centre on February 6, 2015. Thirty graduates were on hand to receive their GIE, CIP, and FCIP certificates. The luncheon keynote speaker was Mr. George Cooke, retired CEO of The Dominion of Canada, who provided a personal perspective on the future of the insurance industry.



Graduates and award winners pictured here with Kawartha/Durham Chair Elaine Porter and IIO Deputy President Tim Shauf



Julie Chipp-Smith from Intact was the chapter's first graduate of the new FCIP program, pictured here with IIO Deputy President Tim Shauf.



## Members in Action: Local Chapter's Events and Activities

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### KAWARTHA/DURHAM



Cheryl Davies from Stewart Morrison Insurance Brokers was all smiles accepting her certificate from IIO Deputy President Tim Shauf

### OTTAWA

#### Seminars Return to Kingston

On November 20, 2014, the Ottawa Chapter renewed its commitment to our Kingston members with the first local seminar in several years. Fifteen participants came out to hear Kate O'Hara, CIP, present Commercial ABCs. This seminar was complimentary with Institute membership. The chapter is excited to return to Kingston with topical seminars in Spring and Fall 2015.



Kate O'Hara, CIP, presents Commercial ABCs to local Institute members in Kingston, ON

#### Convocation

Convocation is a special time to honour the hard work and dedication of the Insurance Institute's newest graduates of the FCIP and CIP Programs. On November 7, 2014, 153 attendees representing 24 companies in the Ottawa insurance community came together at the Canadian Aviation & Space Museum to celebrate the professionalism of the industry and its people.

### OTTAWA



Ottawa Chapter 2013-2014 Graduates: 23 CIP and 5 FCIP

### SOUTHWESTERN ONTARIO

#### CIP Society Speakers Breakfast

The 88 members in attendance at our Annual CIP Society Speakers Breakfast on February 17th were delighted with the great panel and the lively discussion that ensued. We look forward to seeing you again next year!

#### CIP Society Volleyball Tournament

The competition was hot despite the freezing temperatures outside at our annual CIP Society Volleyball Tournament on February 20. "The Insurance Misfits" eventually prevailed to get their hands on the new trophy, defeating last year's winners "The Backacback Champs."



The 'Insurance Misfits' celebrating their win

## A big celebration of education in the insurance industry!



Ottawa's Chapter Chair Corinne McIntosh, CIP, CRM and Membership Chair Tanya Beauchamp, CIP, CRM pictured at one of Ontario's many coffee call events.

For the seventh year in a row, the Insurance Institute held its **National Education Week** from February 23-27 – this year, celebrating advances in learning technologies and the positive effects those changes have made. As always, the Insurance Institute of Ontario was an avid participant by staging several special seminars and events, ranging from a 'Panel of Experts' breakfast at the Hamilton/Niagara Chapter, to a 'Teachers' Forum' in Southwestern Ontario. There was also a fun twitter trivia contest to get everyone involved via social media.

The chapters enjoyed getting out and about and visiting local offices, such as yours, with Coffee Call events. This year, in a two week period, we visited almost double the number of offices from last year – almost 80 offices around the province. We were able to provide information to over 1600 insurance professionals about how education can enhance your career!

Everyone who attended one of Ontario's National Education Week events had an opportunity to win a Bose Mini Bluetooth Speaker or a gift card to either Best Buy or chapters – just by entering a business card into the draw. The winners have been notified.

We look forward to seeing you again next year!