



Cambrian Shield News

Spring 2009

Insurance Institute

Mark Your Calendars

- **April 3–9, 2009**
CIP exam week
am 9:30 – 12:30
pm 1:30 – 4:30
- **April 13–17, 2009**
CIP evening classes
begin (*week of*)
- **April 29, 2009**
ezITV – Insurance
to Value webinar
- **April 30, 2009**
Distance learning
registration
deadline for Spring
term
(*July exams*)
- **May 16, 2009**
Exam Results
Released from April
2009 session
- **June 15-26, 2009**
Agent/Broker
licensing –
North Bay
- **June 16, 2009**
Cambrian Shield
Chapter AGM

Chair's Message

Rob Fiddler, BA, CIP, CMED, CFEI

It is finally starting to feel like Spring outside, and with it comes the exciting prospect of spending more time outside and weekends away (if we ever find the time!). It's time once again to say "out with the old and in with the new." This is true of the new season, but also in relation to my position on council. After six eventful years, my term as Chair of the Cambrian Shield Chapter of the Insurance Institute is nearing its end.


It's a great opportunity to reflect on how much progress we have made as a council: for starters, we currently have over 20 committed councilors and volunteers lending their time, energy and ideas to our activities. This includes great representation across the different regions of our Chapter, to ensure no matter where you live, there is someone in your local area championing your educational needs.

While the CIP course registrations have been consistent over the years, our seminar and events programs have really taken off. In addition to the two-week licensing courses hosted each year, in 2008-2009 we arranged over 12 seminar offerings across the different cities. For some time now we have also been offering on-line CIP courses and webinars to overcome the geographical challenges posed by our province.

In terms of what's new, 23 students progressed through our two-week licensing courses in 2008. The pass ratio remained over 91%, and one of last year's students won the top mark in Ontario, so we are very proud of this local course offered to benefit our members locally.

Convocations have always presented a fantastic opportunity to recognize the top academic achievers in the Chapter each year. Our biggest event – without doubt – is now our Annual Curling Bonspiel. What started as a small networking event is now into its sixth year, and has grown on a grand scale. Last October saw 80 curlers take to the ice for some fun and friendly competition, followed by Halloween-inspired pumpkin carving and dinner. With space for only 4 more teams, some anticipate a sell-out this year! Register your team as soon as you can!

Without pausing for breath, we have lots on offer for Spring – all the specific details can be found later in the newsletter. For those continuing their CIP courses, there are 8 Web-based CIP course on offer starting soon!



At the end of April we are hosting a webinar on “ezITV – Insurance to Value” for all those brokers who use this rating software.

We are again looking to book dates for the “Boating Safety” course before we all get back on the lakes. This will be followed once again by our licensing course – the upcoming session will be held in North Bay.

Our programs seem to be generating a renewed enthusiasm in our industry, reflected in the increased participation and membership of our Chapter. For each year of being Chair, I would like to thank my Councils and my Chapter Managers – without them none of this would have been possible. I look forward to working with my successor in the near future, and would encourage anyone that wants to become involved with the Chapter to attend our Annual General Meeting on June 16, 2009!

On behalf of the Chapter Council, enjoy the Spring weather!

Annual General Meeting

In June of every year elections are held to recruit new Council members. The Executive Committee is elected for a one-year mandate, renewable for two years. We are always looking for enthusiastic and dedicated insurance professionals to assist us in our duties.

Every year these volunteers are nominated and elected at the Annual General Meeting of the Insurance Institute of Ontario – Cambrian Shield Chapter. This year’s meeting will take place Tuesday, June 16, 2009, 12:00pm. The venue is still to be confirmed, but if you are interested, please contact the Chapter office and we will send you the details once finalized.

All members are invited to attend, and encouraged to participate in the activities of the Chapter, whether by volunteering to serve on Council or a standing committee (education, seminars, convocation, careers), instructing in the CIP Program, attending career fairs or monitoring CIP exams.


Call the Chapter office (416-362-8586 x. 2296) or a current member of Council for further details.

Membership Renewal

It’s that time of year again! Renewal deadline for 2009-2010 is May 31, 2009.

We encourage you to keep your membership in good standing in order to access our full range of services, and for continued use of your hard earned CIP/FCIP designation.

Many companies have chosen the “bulk billing” method of payment on behalf of their employees. If you are unsure whether your membership has been paid, contact Robert at the Chapter office. convocation, careers), instructing in the CIP Program, attending career fairs or monitoring CIP exams.



Web-Based CIP Courses

Spring 2009

The **Insurance Institute of Ontario** is excited to offer **ONLINE** CIP courses in April 2009. As an Ontario member, you are welcome to sign up for any web-course regardless of the Chapter you reside in.

Please note: you must register directly with the specific Chapter offering the course. Contact details can be found below.

What is a Web-based Class?

A web-based class is a presentation, lecture, workshop or any learning activity that is transmitted over the Web. A key feature is the interactive elements – the ability to give, receive and discuss information. You can interact with the instructor through text, chat, as well as the use of icons. Participants will be able to ask the instructor questions and get answers in real time. Participants will also be able to view the instructor's PowerPoint slides during the seminar. Because web-based classes give you the ability to bring the lecture to you they are convenient, economical and save travel time - all you need is a good connection to the Internet!

Web-based classes on offer starting the week of April 13, 2009:

C11 – Principles & Practice of Insurance

Tuesday & Thursday lunch 'n' learn 1.00pm–2.15pm
Offered by the Southwestern Chapter

C12 – Insurance on Property

Monday & Wednesday lunch 'n' learn 12.00pm–1.15pm
Offered by the Southwestern Chapter

C13 – Insurance Against Liability – Pt 1

Monday evenings 6.00pm–8.30pm
Offered by the Toronto Chapter

C14 – Automobile Insurance – Pt 1

Monday evenings 5.30pm–8.00pm
Offered by the Ottawa Chapter

C110 – Essentials of Loss Adjusting

Thursday evenings 6.30pm–8.30pm
Offered by the Toronto Chapter

C120 – Underwriting Essentials

Tuesday & Thursday evenings 6.00pm–8.30pm
Starts May 12, 2009 - Offered by the Conestoga Chapter

C121 – Advanced Underwriting

Thursday evenings 6.30pm–9.00pm
Offered by the Toronto & Southwestern Chapters

C122 – Practical Issues in U/W Mgmt

Tuesday evenings 6.30pm–9.00pm
Offered by the Toronto & Southwestern Chapters

To register, visit the website at www.insuranceinstitute.ca, click on 'Ontario', then follow the links to the respective Chapter offering the course. Alternatively, for all the details please contact the respective Chapter directly:

Chapter Contacts:

- | | | |
|-------------------------------|-------------------|---|
| • Conestoga Chapter | Tel: 519 579 0184 | Email: Conestogamail@insuranceinstitute.ca |
| • Ottawa Chapter | Tel: 613 722 7870 | Email: Ottawamail@insuranceinstitute.ca |
| • Southwestern Chapter | Tel: 519 432 3666 | Email: Southwesternmail@insuranceinstitute.ca |
| • Toronto Chapter | Tel: 866 362 8585 | Email: CIPclass@insuranceinstitute.ca |



Educational Webinar

"ezITV" – Insurance to Value

Insurance Institute

Learning for the real world. Rewarding.™

Date: Wednesday April 29, 2009
Sessions: 9:00am – 12:00pm
1:00pm – 4:00pm

Location: Your computer (On-line)

RIBO CE Accreditation: 3.0 Technical Hours

Presenter: Debbie Summers, Trainer
Compu-Quote Inc.

This RIBO accredited **ezITV – Insurance to Value** course will have you completing replacement cost valuations with confidence!

Join us and learn how to calculate a wide variety of residential styles with ease as our trainer guides you step by step through the application. Benefit from in-depth case studies on Vintage homes, Bi-Levels, Tri-Levels and Multi-Family dwellings. Follow the presentation live as our presenter takes you through the software screen by screen. You will need access to the internet and audio via your computer!

----- ezITV – Insurance to Value -----
Registration Deadline: April 24, 2009

First Name: _____ Business Telephone: () _____
Last Name: _____ Business Fax: () _____
Company: _____ Home Telephone: () _____
Address: _____ E-mail: _____
City & Province: _____ Insurance Experience (Years): _____
Postal Code: _____ Member: Yes No Member #: _____

PLEASE ENCLOSE:

IIO Member Fee **\$35.00** (incl. GST)
 Non Member Fee **\$45.00** (Incl. GST)
Telephone registrations: (866) 362-8585 ext. 2296
E-mail registrations at: CambrianShieldmail@insuranceinstitute.ca

PAYMENT CHOICE:

Method (check one): Cheque Visa MC Amex
Amount: \$ _____ Expiry Date: _____
Card Number: _____
Signature: _____

MAIL OR FAX PAYMENT TO:

Cheques payable to "IIO – Cambrian Shield Chapter"
18 King Street East, 16th Floor, Toronto, ON, M5C 1C4
FAX: (416) 362-8081

PLEASE SELECT YOUR SESSION:

Morning Afternoon

OFFICE USE ONLY:

Date: _____ CC/ PC/ MO/ VI/ MC/ AE _____ Batch: _____
Received: _____ Fee(s) Received: _____ Number: _____

Group rates for 3 or more attendees are available – please contact the Institute office for details!



Agent/Broker Licensing North Bay – June 15-26, 2009

Insurance Institute

Our hugely successful licensing course returns!

The **Cambrian Shield** Chapter of the Insurance Institute is pleased to offer a two-week licensing course for individuals interested in becoming a licensed **Agent or Broker** within Ontario.

Class size is controlled to allow effective instruction to students. This course sells out, so register early to avoid disappointment.

LOCATION

Blue Sky Financial Group
128 McIntyre Street W,
North Bay, ON, P1B 2Y6

DATES AND TIMES

June 15 – 26, 2009
9.00am – 4.30pm
(Exam: June 26, 2009)

LEADER

Lyall Bell, CIP

President, Solutions Training Insurance Resources

Lyall has been in the insurance industry for over 25 years. He has provided training sessions for over 5,000 brokers on technical knowledge, customer service skills and professional sales techniques. In 2004, Lyall started his own company, where he continues to educate insurance professionals. Lyall is best known for his interactive and inspirational style!

Agent/Broker Licensing

First Name: _____
Last Name: _____
Company: _____
Address: _____
City & Province: _____
Postal Code: _____

Business Telephone: () _____
Business Fax: () _____
Home Telephone: () _____
E-mail: _____
Insurance Experience (Years): _____

PLEASE ENCLOSE:

\$ 1,400.00 (GST included)

(Includes texts, tuition, exam and GST)

Telephone registrations at: (866) 362-8585 ext. 2296

E-mail registrations at: CambrianShieldmail@insuranceinstitute.ca

PAYMENT CHOICE:

Method (check one): Cheque Visa MC Amex

Amount: \$ _____ Expiry Date: _____

Card Number: _____

Signature: _____

MAIL OR FAX PAYMENT TO:

IIO – Cambrian Shield Chapter, 18 King Street East, 16th Floor, Toronto, ON, M5C 1C4

Our Sudbury students from November 2008!



Our Licensing Course has produced fantastic results!

Our two-week licensing course has done fantastically well over the last few years. Students have truly benefited from Lyall Bell's teaching style, as he goes the extra mile to ensure students are comfortable with the material and have a solid foundation for life in the industry.

In fall 2006, RIBO presented the **Donald W. Lambie Award** to **Roseanne Laity** of **Algoma Insurance Group** in Sault Ste. Marie. This award recognises the individual with the highest mark in the initial qualification examination. Roseanne was a student with Lyall in November 2005.

And our most recent success was **Sherry Lynn McDonald** of **Canada Brokerlink (Ontario) Inc.**, Sudbury. Sherry also received the **Donald W. Lambie Award** in fall 2008. Sherry took the licensing course with Lyall in November 2007.

Could your member of staff be the next award winner this year? Register them today!

Committee Members wins Top Awards

In fall 2008, RIBO presented the **Chris Ward Memorial Award** to **Marc Perrin, BA, CAIB** of **Cambrian Insurance Brokers Ltd.** This award is presented to the individual who receives the highest mark on the first attempt of either the Management or Technical examination. Marc is a Chapter council committee member for Sudbury.

At the 88TH Annual IBAO Convention in Toronto, the Awards of Excellence included a presentation to the Young Broker of the year – it recognises the achievements and initiatives of its most outstanding members. We are delighted to announce the winner was **Monica Dale, CAIB, CPIB** of **Dawson & Keenan Insurance & Financial Services**. Monica is also a Chapter council committee member for Sault Ste. Marie.

Cambrian Shield Chapter Makes the Nugget!

Following the most successful Curling Bonspiel in Chapter history in 2008, with 80 curlers, the Chapter was able to raise our largest donation for the Gathering Place to date. We even made the North Bay Nugget! Pictured presenting James Klein of the Gathering Place with the cheque are councillors: Michelle Ricciuto, Linda Yeomans, Sue Lunnin and Kim Heltcher.





Insurance Institute

6th Annual Curling Bonspiel 2009



Save the Date!

Don't miss our next exciting event! With 80 curlers in 2008, we anticipate our 2009 event will sell out!

Please join the Cambrian Shield Chapter in our **6th Annual Fall Curling Bonspiel!**

- When?** Thursday October 29th, 2009
Draw Times: 8:30 am & 10:30 am
Dinner: 5:00 pm
- Where?** North Bay Curling Club
2624 Trout Lake Road
- Cost?** \$50.00 (includes curling, lunch & dinner)

For further information, please e-mail us at Cambrianshieldmail@insuranceinstitute.ca

ANNUAL TERRITORY 2 REGIONAL MEETING OF IBAO

(Sponsored by the Sault Ste. Marie Brokers Association)

Wednesday, May 13th & Thursday, May 14th, 2009

Advanced registration May 12, 2009 Room: Governor General Suite 6pm to 9pm

Host Bar - Bronze Sponsor: McDougall Fuels

<u>WEDNESDAY, May 13th</u>	<u>THURSDAY, May 14th</u>
7:30 <u>Registration and Exhibitors</u> Breakfast Buffet Platinum Sponsor: Optimum Insurance Company Inc. Room: The Grand Hall West	7:00 <u>Registration Golf Tournament</u> Breakfast Buffet Silver Sponsor: Winmar Room: The Grand Hall
8:00 <u>Education Seminar</u> E&O Seminar - The Grand Hall East R.I.B.O. Accreditation 6 hrs <i>Hugh Fardy</i> - C.G & B Group	7:30 <u>Bus to golf tournament</u> - Canopied Entrance Silver Sponsor: Economical Mutual
10:00 <u>Coffee Break with Exhibitors</u> Room: Atrium - Silver Sponsor: Echelon General Insurance Company	9:00 <u>Golf Tournament</u> Crimson Ridge Platinum Sponsor: Intact Insurance Golf Cart Sponsor Bronze Sponsor: Paul Davis Systems
12:00 <u>Exhibitors</u> Room: Atrium Lunch - The Grand Hall West Platinum Sponsor: Dominion of Canada Guest Speaker: George Cooke - Dominion	9:00 <u>Education Seminar</u> 3 RIBO hours-Meeting the Challenge: Managing Change-Intact Insurance-The Grand Hall East
2:00 <u>Education Seminar</u> E&O Seminar - The Grand Hall East	10:30 <u>Coffee Break with Exhibitors</u> Room: Atrium - Silver Sponsor: Pembridge Insurance
3:00 <u>Coffee Break with Exhibitors</u> Silver Sponsor: Echelon General Insurance Company Room: Atrium	12:00 <u>Lunch</u> The Grand Hall West Platinum Sponsor: Royal Sun Alliance Lunch at Golf - Gold Sponsor: First General Services
3:45 to 5:45 <u>I.B.A.O. Closed Meeting</u> Room: C-nergy -2 RIBO	1:00 <u>Education Seminar</u> 2.5 RIBO hours-Value Beyond Price Intact Insurance-The Grand Hall East
6:00 <u>Gala Dinner:</u> The Grand Hall Platinum Sponsor: Service Master Guest Speaker: Debbie Coull-Cicchini-Intact(ING)	2:45 <u>Coffee Break</u> Silver Sponsor: Pembridge Insurance Room: Atrium
Entertainment Night - Ryan McFarling Silver Sponsor: Speedy Auto Glass	3:00 <u>Education Seminar</u> Intact Insurance-The Grand Hall East
Piano/bass/violin- Steamin' Hot Tea Bronze Sponsor: Coachman Insurance	5:00 to 6:45 <u>Exhibitors Night</u> Room: Atrium
8:30 <u>Host Bar</u> - Room: Atrium Platinum Sponsor: Aviva Canada Sing Star Singoff	Convention Door Prize Bronze Sponsor: Firstonsite
	7:00 <u>Hospitality Night Opening Ceremony's</u> Bronze Sponsor: McLarens Canada
	7:00 <u>Hospitality Night</u> - Hawaiian Theme various rooms / suites

Hotel accommodations please contact the Algoma's Water Tower Inn and advise you will be attending the Sault Insurance Brokers Association Convention - 1-800-461-0800, \$104 standard room - \$119.00 upgrade room
Other options: Comfort Inn 705-759-8000 or Super 8 705-254-6441

Registration Form for Convention

Please make checks payable to: Sault Insurance Brokers Association
Payment must be received with registration.

Name _____ R.I.B.O.#: _____
 Brokerage (company) _____ Phone#() _____
 Address _____
 Total Package _____ \$250.00

Wednesday

Thursday

Lunch Only _____ \$ 30.00	Lunch Only _____ \$30.00
Lunch & dinner & Comedy night _____ \$105.00	Thursday am Course & Lunch _____ \$50.00
	Thursday pm Course & Lunch _____ \$50.00
E&O & Lunch _____ \$150.00	Thursday full Course & Lunch _____ \$75.00
Dinner and comedy night _____ \$ 75.00	
Dinner and comedy night & Golf _____ \$200.00	Hospitality night only _____ \$25.00

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Golf Tournament

Thursday May 14th, 2009

Departure 7:30 am Algoma's Water Tower Inn - Return 5:00 pm from Crimson Ridge

4 Person Scramble (we will provide foursome if required)

\$125.00 Canadian per person

(Price includes 18 holes of Golf, cart, transportation, and lunch)

Name _____ Name _____
 Name _____ Name _____

Please mail completed registrations to: Algoma Insurance, attention Maureen Walls,
 855 Queen St. E. Sault Ste. Marie, Ontario, P6A 2B3
 Please contact Algoma's Water Tower Inn for reservations. Please advise you will be attending the
 convention 705-945-7632 or 1-800-461-0800
 Other options: Comfort Inn 705-759-8000 or Super 8 705-254-6441

Corporate Sponsors

Aviva/Pilot Insurance
Dominion of Canada
Intact Insurance
Optimum Insurance Company Inc.
RSA
Service Master
First General Services
Pembridge Insurance
Economical Mutual
Echelon General Insurance Company
Winmar
Speedy Auto Glass
McDougal Fuels
Firstonsite
Paul Davis Systems
Coachman Insurance
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Silver Sponsor
Silver Sponsor
Silver Sponsor
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2008-2009 Council

Executive

Rob Fiddler, BA, CIP, CMED, CFEI
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Cathy Turcotte, CIP
Vice Chair, Academic

Carolyn Love, CIP
Vice Chair, Professional

Chantal Falvo
Secretary/Treasurer

Reno Daigle, CIP, CLA, FCIAA
Past Chair

Frank Cowan Company Ltd
North Bay, ON

Pilot Insurance Company
North Bay, ON

Crawford & Company (Canada) Inc
Sudbury, ON

AXA Insurance
Sudbury, ON

Crawford & Company (Canada) Inc
North Bay, ON

Councillors

Arlene Byrnes, BA, CIP
Seminars/Education Committee Chair

Holly Driehuis, BA, CIP
Convocation Committee Member

Nicole Glanz
Bonspiel Committee Member

Carolyn Johnson, CAIB
Seminars/Education Committee Member

Susan Lunnin
Seminars/Education Committee Member

Robert Parizeau
Bonspiel Committee Member

Billie Rheault, CIP
Member at Large/IBAO Liaison

Linda Yeomans, FCIP, CRM
Bonspiel Committee Chair

ING Canada
Sudbury

Crawford & Company (Canada) Inc
North Bay

Pilot Insurance Company
North Bay

Algoma Insurance Group
Sault Ste Marie

Knox Insurance Brokers Ltd
North Bay

First on Site Restoration
North Bay

BMT Insurance Brokers Ltd
Timmins

First on Site Restoration
North Bay

Committee Members

Margaret Bergamin

Monica Dale

Bonnie Gaudreau, CIP

Kim Heltcher

Marc Perrin, BA, CAIB

Peter Rooney, CIP

Mark Borgogelli, CIP, CRM, CFEI

Tara Favot, BA, CAIB

Diane Gault

Lori Kozachanko, CIP

Michelle Ricciuto

Learning for the real world.
Rewarding.™

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