
Scholarships are available to students entering the final two years of the four-year Bachelor of Business Administration degree program with the Insurance and Risk Management concentration at Wilfrid Laurier University or the two-year insurance administration programs at Mohawk, Fanshawe, Conestoga, or Seneca College.

Selection is based on outstanding academic excellence throughout the applicant’s high school and post-secondary (as appropriate) career; exceptional contribution to school, community life, and/or other meaningful pursuits; major accomplishments; and a strong indication of academic promise. The deadline for submission is Friday, September 30, 2011, 5 p.m. EST.

Scholarship recipients are recognized at an industry breakfast in October.

For more scholarship information, please contact Tammye Daniels at 416-362-8886 Ext. 2313 or iio@insuranceinstitute.ca or visit the scholarship web page at www.insuranceinstitute.ca/professionaldevelopment/scholarships.

About the Fund

The John E. Lowes Insurance Education Fund awards financial assistance for up to three qualifying Ontario residents pursuing post-secondary education which includes the study of property/casualty insurance.

We want to thank the industry for supporting the program. By encouraging students to apply, attending events in support of the Fund, and giving generously to the program, you make it possible for the Fund to continue its work. Without your support, the Fund could not reach those who could benefit from it. After all, each of us benefits from a Fund that encourages students to pursue higher education and successfully graduate.

We also salute Kate O’Hara, CIP, CRM, of Burns & Johnston Insurance, with the Instructor of the Year Award. She was recognized by her students for her exceptional teaching skills.

Ryan and the Clannad Award was presented to Ryan Craven.

In November, the Ottawa Chapter held its 51st annual convocation and awards banquet. The event celebrated the accomplishments of four FCIP graduates, eighteen CIP graduates and seven graduates of the GIE program.

In 2010, the Fund received a 60 percent increase in applications from Ontario students pursuing a post-secondary education including the study of property and casualty insurance.

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The John E. Lowes Board of Trustees is comprised of courses that have been validated by the insurance industry. There is no other leadership development program like it. Most post-secondary business programs take a generic approach to teaching business skills without direct application to the insurance business. The new-track Fellowship Program, however, offers a curriculum tailored specifically to our industry, so your education will have significant relevance to your career.

Since last November, I have had the wonderful opportunity to present our 2009-2010 graduates with their CIP and FCIP diplomas. We all know that Institute programs are not completed quickly or easily and are a significant test of one’s insurance knowledge.

To our newest professionals, I would once again like to extend my sincere congratulations on your considerable accomplishments. It was a real honour for me to share your special day with you.

Thank You for Lending a Hand


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Message from the President

Dear Fellow Insurers,

The new-track Fellowship Program, launched just last September by the National Institute. Classes are currently underway for the first two courses in the six-course program: Strategy in the P&C Sector and Leading in the Insurance World.

We want to thank the industry for supporting the program. By encouraging students to apply, attending events in support of the Fund, and giving generously to the program, you make it possible for the Fund to continue its work. Without your support, the Fund could not reach those who could benefit from it. After all, each of us benefits from a Fund that encourages students to pursue higher education and successfully graduate.

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Message from the President

Our six chapters and GTA operation provide a wide range of course registration opportunities, some of which I am sure will fit perfectly with your calendar. Traditional classroom studies are offered along with weekend warrior classes and a broad menu of Web-based options. Look for one that is right for you.

For our CIP students who have completed their final courses, I urge you to strongly consider the new-track Fellowship Program launched just last September by the National Institute. Classes are currently underway for the first two courses in the six-course program: Strategy in the P&C Sector and Leading in the Insurance World.

Designed to prepare people for leadership and decision-making roles at all levels within the industry, the new-track FCIP curriculum is comprised of courses that have been tailored specifically to the P&C industry. There is no other leadership development program like it. Most post-secondary business programs take a generic approach to teaching business skills without direct application to the insurance business. The new-track Fellowship Program, however, offers a curriculum tailored specifically to our industry, so your education will have significant relevance to your career.

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Carlos Rodrigues, MBA, CMA, FCIP

President, Insurance Institute of Ontario

Spring Marks Exciting New Learning Opportunities for the Industry

Spring will be just around the corner as you are receiving this newsletter and it the beginning of a new semester of CIP classes.

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Continued on page 2
The Kawartha Chapter is excited to announce the following items on the agenda:

1. Notice of Meeting
2. Appointment of Scrutinizers
3. Report on Quorum
4. Minutes of Previous Annual Meeting and any other meetings held since the last Annual Meeting
5. Report 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

Local chapters of the Insurance Institute of Ontario are offering 10-day Agent-Broker Licensing Programs this spring and summer. Gain complete and effective knowledge to prepare you for licensing exams close to home and in a variety of timeframes to meet your needs and schedule.

New! The Kawartha Chapter is excited to offer a licensing course over three weekends for individuals interested in becoming a licensed Agent or Broker within Ontario. Visit the chapter Web pages for more information and requirements at www.insuranceinstitute.ca/ontario.

Celebrating National Education Week

The Insurance Institute held its third annual Insurance Institute National Education Week from February 22 to March 3, 2011. The week is always a great opportunity for members to take part in continuing professional development and make some new industry connections along the way.

We would like to thank all individuals who submitted a paper for the essay contest.

The submissions were a wonderful description of “Professionalism through Education.” We especially recognize the hard work, dedication, and enthusiasm taken to prepare and submit an essay.

The 2011 National Education Week, Ontario Essay Contest Winners are:

Hamilton/Niagara
Drew Collins, CIP
Southwestern
Lee Ann Vanstenkilde, CIP
Ottawa
Pat Wilson, CIP
Conestoga
Christine Senick, CIP
GTA
David Shibaitani, FCIP

We would like to thank participating insurance professionals, seminar leaders, and students for coming out to make it such a memorable week!

It was Tuesday December 7, 2010. The city of London and surrounding areas had been blasted with record snow falls since Sunday, crippling the region’s infrastructure and closing schools, businesses, and buses. The mayor nearly called a state of emergency. Snow accumulation reached approximately 140 cm—London averages 200 cm of snow in a normal winter.

For the Institute and local Southwestern chapter, this was exam week and the weather played havoc on everyone’s ability to get to and for their exam locations on time. One was a challenge. “The phone rang constantly as students and proctors wondered if exams were still on,” states Wendy Barbour, Manager of the Southwestern Chapter.

The downtown core was a ghost town. Many businesses had closed, but the local exam centre was open and ready to serve.

During Snowmageddon, Wendy’s car was the first into the parking lot at the chapter’s office and the last to leave. During this challenging time, she received numerous calls from people who were trying to make it in, but couldn’t beat Mother Nature to do so. The weather created hazardous driving conditions—one ended up in a snow bank and another in a minor fender bender.

Recognizing possible safety issues, the Insurance Institute offered deferrals right away to students. Not writing in December meant postponing until April, so most students tried their hardest to make it in on time. Those greatly affected were students who relied on public transit. With buses cancelled, fanshawe students banded together and car pooled. At the same time, Wendy took a detour from her usual route and gave three students a ride home. Now that’s service!

There is no denying the extent of the city’s paralyzation. It is the determination and dedication of students, volunteers, and staff that encourages all of us to soldier on in challenging times. “What makes us proud is the commitment and great effort of our students and exam proctors to make our exam session a great success” adds Wendy. “We are truly grateful.”
Change, Advance, Succeed

The CIP Society of Ontario is proud to present the seventh annual insurance industry symposium. This year’s one-day forum, in seminars that include such topics as management, social media, viral marketing, managing multigenerational workplaces, risk management, and strategic leadership. Both inspiring and challenging business world. Attendees will have the chance to participate with some of the industry’s most influential individuals.

Participants will want to stay for the last session as a cocktail reception and forum will conclude the day and delegates will be able to discuss issues with an outstanding leadership panel from the insurance sector.

For more information and to register, please contact Tracy Bodnar, Events Coordinator, at gtaevents@insuranceinstitute.ca.

It's Time to Recognize Our Industry Leaders

The CIP Society is proud to announce the call for nominations for the 2011 National Leadership Awards, the only national program of its kind for property and casualty insurance professionals. Nominations are accepted between March 1 and June 1, 2011. Nominations are accepted from, and leaders as well as established leaders, with many other valuable networking opportunities. And because we know you’re busy, we offer the latest in flexible learning options to suit your individual needs. We make it our mission to keep you informed of the exciting new programs and services that enable you to continue towards your professional success.

We’re here to help you make the most of your studies and your career in insurance. If you have any questions or there's anything the Insurance Institute can help you with, please speak to a customer service representative toll free at 1-866-362-8585 or e-mail us at km@insuranceinstitute.ca.

Renew your membership now!

Register on-line
1. Register for an on-line account at www.insuranceinstitute.ca.
2. Once signed in to your on-line account, click on the "My Membership" link on the right side menu. (Membership information will be displayed—but your membership status is inactive and the expiry date is invalid)
3. Purchase a membership by clicking on the "Add Local Membership" button.

For more information, please visit our Web site: www.insuranceinstitute.ca or contact our customer service centre toll free at 1-866-362-8585.

Our members have access to leading-edge courses, seminars, and Webinars, along with many other valuable networking opportunities. We make it our mission to keep you informed of the exciting new programs and services that enable you to continue towards your professional success.

With our support, you can take your education and career to a whole new level.

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An Investment in your Professional Success

It’s that time of year again: time to renew your membership.

Prompt renewal of your membership enables you to continue towards your educational goals and be offered exciting professional development opportunities along the way. In addition, we’ll keep you up to date with the latest industry knowledge and news. You’ve made a decision to invest in your education because you know that continuous learning isn’t just an option—it’s vital to your professional success. For this reason, we don’t want you to miss out on the exciting new programs and services that we’ll be offering in the next year.

Why renew?

With our support, you can take your education and career to a whole new level. Our members have access to leading-edge courses, seminars, and Webinars, along with many other valuable networking opportunities. We make it our mission to keep you informed of the exciting new programs and services that enable you to continue towards your professional success. With our support, you can take your education and career to a whole new level.

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Change, Advance, Succeed
Upcoming Ontario Seminars & Events

For more detailed information about our numerous Ontario seminars, please visit www.insuranceinstitute.ca/ontario and click on your chapter or the seminar icon.

**MARCH – APRIL 2011**

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CIP Course Schedule April 2011

Welcome to the spring session of CIP Classes. We present our new schedule to help connect you to course offerings and delivery methods across Ontario. Check below for the classes we are offering in your region. Register on-line at our Web site, www.insuranceinstitute.ca/ontario to learn more.

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For information about continuing education opportunities, please visit the Web sites of local Ontario colleges.
## Upcoming Ontario Seminars & Events

For more detailed information about our numerous Ontario seminars, please visit www.insuranceinstitute.ca/ontario and click on your chapter or the seminar icon.

**MARCH – APRIL 2011**

### Monday
- 28: Leading Insurance Coverages & Liability Cases Cambrian Shield
- 29: Anatomy of a Claim Southwestern
- 30: Water! Hamilton/Niagara
- 31: Business Interruption Tips Southwestern
- 1: Agent-Broker Licensing Kawartha

### Tuesday
- 29: Leading Insurance Coverages & Liability Cases Cambrian Shield
- 30: Anatomy of a Claim Southwestern
- 31: Water! Hamilton/Niagara
- 1: Business Interruption Tips Southwestern
- 2: Agent-Broker Licensing Kawartha

### Wednesday
- 28: Leading Insurance Coverages & Liability Cases Cambrian Shield
- 29: Anatomy of a Claim Southwestern
- 30: Water! Hamilton/Niagara
- 31: Business Interruption Tips Southwestern
- 1: Agent-Broker Licensing Kawartha

### Thursday
- 28: Leading Insurance Coverages & Liability Cases Cambrian Shield
- 29: Anatomy of a Claim Southwestern
- 30: Water! Hamilton/Niagara
- 31: Business Interruption Tips Southwestern
- 1: Agent-Broker Licensing Kawartha

### Friday
- 28: Leading Insurance Coverages & Liability Cases Cambrian Shield
- 29: Anatomy of a Claim Southwestern
- 30: Water! Hamilton/Niagara
- 31: Business Interruption Tips Southwestern
- 1: Agent-Broker Licensing Kawartha

**MAY 2011**

### Monday
- 2: Essential Management Skills GTA
- 9: Agent-Broker Licensing Conestoga
- 16: Essential Management Skills GTA
- 23: Essential Management Skills GTA
- 30: Essential Management Skills GTA

### Tuesday
- 3: Essential Management Skills GTA
- 10: Commercial Insurance 101 GTA
- 17: At the Forefront with Sylvie Paquette GTA
- 24: Essential Management Skills GTA
- 31: Essential Management Skills GTA

### Wednesday
- 4: Essential Management Skills GTA
- 11: Commercial Insurance 101 GTA
- 18: At the Forefront with Sylvie Paquette GTA
- 25: Essential Management Skills GTA
- 32: Essential Management Skills GTA

### Thursday
- 5: Essential Management Skills GTA
- 12: Commercial Insurance 101 GTA
- 19: At the Forefront with Sylvie Paquette GTA
- 26: Essential Management Skills GTA
- 33: Essential Management Skills GTA

### Friday
- 6: Essential Management Skills GTA
- 13: Commercial Insurance 101 GTA
- 20: At the Forefront with Sylvie Paquette GTA
- 27: Essential Management Skills GTA
- 34: Essential Management Skills GTA

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**CIP Course Schedule April 2011**

Welcome to the spring session of CIP Classes. We present our new schedule to help connect you to course offerings and delivery methods across Ontario. Check below for the classes we are offering in your region. Register on-line at our Web site, www.insuranceinstitute.ca/ontario to learn more.

### CIP Courses

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<th>CIP Courses</th>
<th>Cambrian Shield</th>
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**Legend:** V = Virtual Class, I = In-class
For information about continuing education opportunities, please visit the Web sites of local Ontario colleges.
The CIP Society’s seventh annual symposium is Ontario’s premier event for insurance industry leaders and up-and-coming leaders, sharing first-hand accounts of successful strategies that teach attendees new skills and demonstrate how to be an agent of change.

This foremost full day program provides an opportunity to learn best practices from great thinkers with direct experience in managing multigenerational workplaces, risk management, social media, viral marketing, and strategic leadership. Both inspiring and motivating, the CIP Society’s symposium will help your people and organization achieve a competitive advantage in today’s challenging business world.

Attendees will have the chance to participate in seminars that include such topics as Environmental Impact, The New Ontario Auto, and Social Networking. Participants can design their own personalized program from a variety of interactive, cutting edge seminars presented by leaders from companies such as Aviva Canada, Intact, HKM International, and Cameron & Assoc.

Dynamic Keynote Speakers Bring It All Together

Symposium 2011 is set to offer participants a variety of seminars, group discussions, and keynote speakers and a first class leadership panel. Specifically, the CIP Society welcomes Alan Deutschman, Leadership and Change Expert and Author and Charles Brindamour, President & CEO, Intact Financial Corporation, to our breakfast and luncheon as keynote speakers.

Get Exciting Insights from the Industry’s Most Influential People

Today’s leaders are navigating the turbulent environment of today’s economy. For one day only, aspiring leaders will have the distinct advantage of discussing top issues with some of the industry’s most influential individuals.

Participants will want to stay for the last session as a cocktail reception and forum will conclude the day and delegates will be able to discuss issues with an outstanding leadership panel from the insurance sector.

For more information and to register, please contact Tracy Bodnar, Events Coordinator, at gtaevents@insuranceinstitute.ca or 416-362-8081 or e-mail us at kmck@insuranceinstitute.ca

To register, contact Tracy Bodnar at: (e) gtaevents@insuranceinstitute.ca (f) 416-362-8081 (w) www.insuranceinstitute.ca

Change, Advance, Succeed

The CIP Society of Ontario is proud to present the seventh annual insurance industry symposium. This year’s one-day forum, Change, Advance, Succeed, will feature dynamic keynote and seminar speakers. These industry leaders will provide invaluable insights and vision needed for those in the insurance industry to navigate the ever-changing environment of today’s economy.

Wednesday, April 6, 2011 (Registration begins at 7:30 a.m.)

Toronto Board of Trade, First Canadian Place, 4th Floor, Toronto

REGISTRATION: Due to a limited seating capacity, we ask that you please register as soon as possible.

To register, contact Tracy Bodnar at: (e) gtaevents@insuranceinstitute.ca (f) 416-362-8081 (w) www.insuranceinstitute.ca

It’s Time to Recognize Our Industry Leaders

The CIP Society is proud to announce the call for nominations for the 2011 National Leadership Awards, the only national program of its kind for property and casualty insurance professionals. Nominations are accepted between March 1 and June 1, 2011.

Now in its third year, this Awards Program recognizes leadership within our membership and our profession. This prestigious national award celebrates the excellence, integrity, and achievement of our industry leaders.

One of the most exciting facets of the National Leadership Awards is their recognition of the industry’s up-and-coming leaders as well as established leaders, with categories for both. In the spirit of inclusion, up to ten CIP Society members may be honoured as a National Leader each year.

Nominations are accepted from, and leaders may be recognized in, each of four regions: West, Ontario, Quebec and Atlantic.

Nominations for the CIP Society’s National Leadership Awards are now open and will close on June 1. For more information, visit www.insuranceinstitute.ca/cipsociety > Professional Development > National Leadership Awards.

In January, the Greater Toronto Area hosted its annual convocation. Over 230 CIP and FCP graduates attended and were personally congratulated by François Faucher, BACC, CA, Chairman, the Insurance Institute of Canada and Carlos Rodrigues, MBA, CMA, FCP, President, Insurance Institute of Ontario. The highlight of the evening was the opportunity to spotlight our graduates in celebration of their commitment to education and professionalism. Kevin Newman, Canadian News Anchor, spoke on change and the commitment graduates have made in their careers.

Over 520 guests came out to support and congratulate the new graduates. They included nearly 300 attendees in attendance, 19 companies and 13 firms representing the “Add Local Membership” button.

For more information, please visit our Web site: www.insuranceinstitute.ca or contact our customer service centre toll free at 1-866-362-8585.
Snowmageddon Can’t Stop Us!

It was Tuesday December 7, 2010. The city of London and surrounding areas had been blasted with record snow falls since Sunday, crippling the region’s infrastructure and closing schools, businesses, and buses. The mayor nearly called a state of emergency. Snow accumulation reached approximately 140 cm—London averages 200 cm of snow in a normal winter.

For the Institute and local Southwestern chapter, this was exam week and the weather played havoc on everyone’s ability to get to their exam locations on time and in one piece. It was a challenge. “The phone rang constantly as students and proctors wondered if exams were still on,” states Wendy Barbour, Manager of the Southwestern Chapter.

The downtown core was a ghost town. Many businesses had closed, but the local exam centre was open and ready to serve. During Snowmageddon, Wendy’s car was the first into the parking lot at the chapter’s location. She had to get to her exam locations on time and in challenging times. “What makes us proud is the commitment and great effort of our proctors and students. It is the determination and perseverance of our students and their support staff that carry us through these extreme winter conditions—one ended up in a snow bank and another in a minor fender bender.”

Pembridge Insurance
Enterprise Rent-A-Car
Standard Auto Glass
AXA Insurance
FirstOnSite Restoration L.P.

The submissions were a wonderful description of “Professionalism through Education.” We especially recognize the hard work, dedication, and enthusiasm taken to prepare and submit an essay.

The 2011 National Education Week, Ontario Essay Contest Winners are:

Hamilton/Niagara
Drew Collins, CIP
Southwestern
Lee-Ann Vansteenkiste, CIP
Ottawa
Pat Wilson, CIP
Conestoga
Christine Senior, CIP
GTA
David Shibatani, FCIP

Recognizing possible safety issues, the Insurance Institute offered deferrals right away to students. Not writing in December meant postponing until April, so most students tried their hardest to make it.

Those greatly affected were students who relied on public transit. With buses cancelled, Fanshawe students banded together and car pooled. At the same time, Wendy took a detour from her usual route and gave three students a ride home. Now that’s service!

There is no denying the extent of the city’s paralysis. It is the determination and dedication of students, volunteers, and staff that encourages all of us to soldier on in challenging times. “What makes us proud is the commitment and great effort of our examiners and proctors to make our exam session a great success” adds Wendy. “We are truly grateful.”

Celebrating National Education Week

The Insurance Institute held its third annual Insurance Institute National Education Week from February 28 to March 4, 2011. The week was always a great opportunity for members to take part in continuing professional development and make some new industry connections along the way.

We would like to thank all individuals who submitted a paper for the essay contest.

Events Across Ontario

Camber Shield Chapter’s Annual Curling Bonspiel

In North Bay, the Camber Shield Chapter hosted its seventh Annual Fall Curling Bonspiel at North Bay Granite Curling Club on October 28, 2010. We had a great turn out of 80 curlers comprising 20 teams. Congratulations to the winning team from First General Services (Nipissing) Inc.

We would like to thank our sponsors for their generous support.

Aviva Canada Inc.
Lombard FirstDentia Restoration L.P.
RSA Group
AXA Insurance
Perkin Eastman
Intact Insurance
Crawford & Company (Canada).

Southwestern Chapter’s RIBO/OTL Licensing Class

We congratulate the Southwestern Chapter’s successful RIBO/OTL Licensing class. In January of this year, 10 students and another in a minor fender bender.

Message from the President continued from page 1

Our spring CIP Society Symposium is on Wednesday, April 6, 2011. The Toronto Board of Trade will host our seventh annual one-day summit. This value-packed event will provide a broad and relevant menu of exciting topics and engaging speakers, in addition to a high profile leadership panel. This is a must attend event so be sure that you have registered.

The next month finds the CIP Society busy again, kicking off the Starlight Insurance Gala on Saturday, May 7, 2011. As in past years, this wonderful evening that raises funds for the very worthwhile cause of granting wishes to very ill children will be held at the historical and elegant Carlu, located at College and Yonge St., Toronto. This industry highlight event usually sells out, so be sure to get your tickets early.

June is also the start of membership renewal season at the Insurance Institute. Many members are fortunate to have their fees paid directly by their employers or in most other cases, reimbursed by their employer.

To the employers who support their employees in this way, we extend our sincere thanks. If you have to respond to your membership renewal on your own, we strongly encourage you to do so, and thank you in advance for your continuing participation in the Institute.

I opened my message noting that spring is just around the corner, which also means that exam week will soon be here as well. For our members beginning to prepare for their upcoming exams, I wish you every success in your studies.

Agent-Broker Licensing

Local chapters of the Insurance Institute of Ontario are offering 10-day Agent-Broker Licensing Program courses this spring and summer. Gain complete and effective knowledge to prepare you for licensing exams close to home and in a variety of timeframes to meet your needs and schedule.

Visit the chapter Web pages for more information and requirements at www.insuranceinstute.ca/ontario.

Report on Quorum

4. Minutes of Previous Annual Meeting and any other meetings held since the last Annual Meeting

5. Report of Committees and Other Reports and Communications

6. Report of the President

7. Treasurer’s Report

8. Annual Financial Statements

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

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. Report 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 IID Secretary at 416-865-2707 prior to June 7, 2011.

Thank you to our Volunteers

With hundreds of volunteers across Ontario, volunteerism is the backbone of the Insurance Institute of Ontario’s chapters.

Every day, hundreds of insurance industry professionals voluntarily give their time and talent to the Insurance Institute of Ontario and its local chapters. Their roles vary from Career Connections ambassadors to council members and exam proctors. Through our volunteers, we have successfully served and transformed professionalism in the insurance industry.

We would like to thank all of our volunteers for their time, energy, and skills.

Thank you!

Get involved today! If you are not already part of our great network of volunteers, now is the time to be involved. Our local chapters are always looking for exam proctors and supervisors, committee members, ambassadors, and more! Contact your local chapter or e-mail us at soioj@insuranceinstitute.ca.

Speakers’ Club Turns 75!

The Speakers Club of the Insurance Institute of Ontario is celebrating its 75th anniversary with its annual President’s Dinner on May 16, 2011. All past and present club members are invited to mark this milestone and enjoy a wonderful evening that raises funds for the very worthwhile cause of granting wishes to very ill children.

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Conestoga
Christine Senior, CIP
GTA
David Shibatani, FCIP

We would like to thank participating insurance professionals, seminar leaders, and students for coming out to make it such a memorable week!
The John E. Lowes Insurance Education Fund

It is a new year for the John E. Lowes Insurance Education Fund. Since 1995, the Insurance Institute and numerous insurance organizations have supported the John E. Lowes Insurance Education Fund that offers students a lending hand while pursuing post secondary education. In 2010, the Fund received a 60 percent increase in applications from Ontario students pursuing a post secondary education including the study of property and casualty insurance.

We want to thank the industry for supporting the program. By encouraging students to apply, attending events in support of the Fund, and giving generously to the program, you make it possible for the Fund to continue its work. Without your support, the Fund could not reach those who could benefit from it. After all, each of us benefits from a Fund that encourages students to pursue higher education and successfully graduate.

In 2010, the Fund named three recipients:
Kayle Chamberlin
 Fanshawe College, Business—Insurance

Irina Bakchieva
 Seneca College, Business—Insurance

Laura Fyfe
 Wilfrid Laurier, BBA, Insurance & Risk Mgmt.

Scholarships are available to students entering the final two years of the four-year Bachelor of Business Administration degree program with the Insurance and Risk Management concentration at Wilfrid Laurier University or the two-year insurance administration programs at Mohawk, Fanshawe, Conestoga, or Seneca College.

Selection is based on outstanding academic excellence throughout the applicant’s high school and post-secondary (as appropriate) career; exceptional contribution to school, community life, and/or other meaningful pursuits; major accomplishments; and a strong indication of academic promise. The deadline for submission is Friday, September 30, 2011, 5 p.m. EST.

Scholarship recipients are recognized at an industry breakfast in October.

For more scholarship information, please contact Tammye Daniels at 416-362-8836 Ext. 2313 or iio@insuranceinstitute.ca or visit the scholarship web page at www.insuranceinstitute.ca/professionaldevelopment/scholarships.

We salute Kate O’Hara, CIP, CRM, of Burns & Johnston Insurance, with the Instructor of the Year Award. She was recognized by her students for her exceptional teaching skills.

Ryan and the Clannad Award was presented to Ryan Craven.

Congratulations to all our graduates and award recipients.

The new-track Fellowship Program, already underway for the first two courses in the six-course program: Strategy in the P&C Sector and Leading in the P&C Sector, was launched last September by the National Institute. Classes are currently underway and will culminate in June 2012.

For our CIP students who have completed their final courses, I urge you to strongly consider the new-track Fellowship Program. It offers a curriculum tailored specifically to our industry, so your education will have significant relevance to your career.

Carlos Rodrigues, MBA, CMA, FCIP
President, Insurance Institute of Ontario

Spring Marks Exciting New Learning Opportunities for the Industry

Spring will be just around the corner as you are receiving this newsletter and with it the beginning of a new semester of CIP classes.

Our six chapters and GTA operation provide a wide range of course registration opportunities, some of which I am sure will fit perfectly with your calendar. Traditional classroom studies are offered along with weekend warrior classes and a broad menu of Web-based options. Look for one that is right for you.

The new-track Fellowship Program, however, offers a curriculum tailored specifically to our industry, so your education will have significant relevance to your career.

Since last November, I have had the wonderful opportunity to present our 2009-2010 graduates with their CIP and FCIP diplomas. We all know that Institute programs are not completed quickly or easily and are a significant test of one's insurance knowledge.

To our newest professionals, I would once again like to extend my sincere congratulations on your considerable accomplishments. It was a real honour for me to share your special day with you.