



Chair's Report

Elaine Porter, CAIB, CIP

What an exciting and event filled year we have experienced in our Chapter. For many, the year 2012, though filled with challenges, was truly an exceptional time to grow in our industry.

The year 2012 was a year of many "firsts" for our Chapter. In February we had our largest graduating class with 29 CIP Graduates and 2 FCIP Graduates. In April we held our first

CIP Society Seminar – How Can I get Through to You? Breakthrough Communication - with Facilitator Glenn Foster. And in September we partnered with the Insurance Brokers Association – Durham Region for our first CIP Society Event – Volley Ball Tournament. All these events were a huge success! In addition our chapter has experience a 14% increase in membership!

Our success has been largely due to the hard work and dedication of our council members, our instructors, our support team at the Insurance Institute and our members who volunteer their time and energy to our many events. Please accept my deepest thanks for all your contribution to the Chapter, without it we would not exist.

The year ahead will no doubt have its own challenges and detours but we will face them with a positive attitude and strong conviction. It takes our members continued involvement to make our Chapter a successful professional organization.

One of the highlights of our Chapter is celebrating with our members who have completed their CIP and FCIP designations. On Friday, February 1, 2013 we will celebrate their achievement with a luncheon at the Ajax Convention Centre. Our luncheon speaker will be Mr. Karim Hirji, Regional Vice President, Intact Insurance, Durham Region. Congratulations to our graduates on their well earned achievement! As a CIP or FCIP the individual becomes a part of a community of professionals who share a passion for the property and casualty insurance industry.

I encourage all our members to learn more about the opportunities within our Chapter, the opportunity to proctor or mark exams, become trained to teach courses, develop or lead seminars, join a committee or contribute to a task force, become a volunteer in our

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Career Connections Ambassador Program. There are so many ways you can be involved, all you have to do is ask!

As a chapter we will continue our efforts to provide knowledge filled seminars, courses and events. Success is not the key to happiness rather happiness is the key to success. Here is to an amazing year ahead, all the very best for 2013.

Sincerely,

Elaine Porter, CAIB, CIP
Chapter Chair

Kawartha/Durham Council 2012-2013

Elaine Porter, CIP, CAIB
Chair

Jackie Murison, CIP
Past Chair

Steve O'Connell, CIP
Vice-Chair, Professional

Lisa McMillan, BA(Hons), CIP
Vice-Chair, Academic

Donna Francis, CAIB, CIP
Secretary/Treasurer

Cathy Plassaras, BSc, FCIP, CRM
CIP Course Coordinator

Cedric Banks, BA, CIP
Exam Coordinator

Ron Bouwmeister, FCIP
Seminar Chair

Ainsley Brush, CAIB, CIP
Convocation Chair

Enrico Mastrangeli, HBA, FCIP, CRM
Event Chair

Alice Van Vught, CIP
Career Connections Rep

Joanna Wall, CIP
Board Member At Large

Virtual Classes

The Insurance Institute of Ontario is once again pleased to offer this new alternative in CIP education.

- C11 Principles and Practice of Insurance** (Thursday 6:30 – 9 p.m.)
- C12 Insurance on Property** (Tuesday 6:30 – 9 p.m.)
- C12 Insurance on Property** (Thursday 6 – 8:30 p.m.)
- C13 Insurance Against Liability – Part 1** (Monday 6:30 – 9 p.m.)
- C13 Insurance Against Liability – Part 1** (Wednesday 6 – 8:30 p.m.)
- C14 Automobile Insurance – Part 1** (Saturday 8:30 – 11 a.m.)
- C16 The Business of Insurance** (Monday 6:30 – 9 p.m.)
- C39 Fraud Awareness and Prevention** (Wednesday 6 – 8:30 p.m.)
- C39 Fraud Awareness and Prevention** (Saturday 9 – 11:30 a.m.)
- C40 Business Interruption Insurance** (Monday 6:30 – 9 p.m.)
- C111 Advanced Loss Adjusting** (Thursday 6:30 – 9 p.m.)
- C120 Underwriting Essentials** (Tuesday 6:30 – 9 p.m.)
- C130 Essential Skills for Ins. Broker & Agent** (Monday 6:30 – 9 p.m.)

For more information on virtual classes, consult the insurance institute website at www.insuranceinstitute.ca.

Feed the Minds of Youth

Each year, the Learning Partnership promotes the opportunity for grade 9 students to accompany a parent or guardian to the workplace to learn more about work and careers. At the Insurance Institute we create an event for youth and their parents/guardians to participate in a free event that will provide a learning opportunity about property and casualty insurance careers.

On November 7, 2012 we held a Feed the Minds of Youth event at Intact Insurance in Ajax. Ambassadors Elaine Porter and Alan Mote were on hand to speak to the grade 9 students about careers in insurance. Two of our Kawartha/Durham Career Connections Ambassadors Catherine Derksen and Jason Foroglou also presented to grade 9 students at the Allstate head office in Markham.

We also provided materials for a smaller Feed the Minds of Youth event at Petley-Hare Ltd.

If your company would like to be involved in this event for next year please let us know!

2013 Kickoff on Injury Claims

Are You Working With Significant Injury Claims? This half day seminar is for you.

- » Learn how structured settlements improve servicing claimants and your organization's bottom line
- » Discover the keys to using Structured Settlements effectively
- » Examine recent case law and trends in the decisions with impact to the Insurance Industry
- » Key areas of financial submissions will be highlighted that are vital for claims professionals and their organization

Date: February date TBD

Location: Farmers' Mutual Insurance Co (Lindsay)

Winter CIP Courses

In-Class Courses

C120 Underwriting Essentials (Ajax)

Start Date: January 8, 2013 Course fees: \$586
Day of Course: Tuesdays Exam: April 3, 2013 at 1:30 p.m.

C16 The Business of Insurance (Lindsay)

Start Date: January 8, 2013 Course fees: \$586
Day of Course: Tuesdays Exam: April 8, 2013 at 1:30 p.m.

C14 Automobile Insurance Part 1 (Oshawa)

Start Date: March 1, 2013 Course fees: \$615
Weekend Warrior Exam: April 5, 2013 at 9:30 a.m.

Thank You!

Our thanks to the following instructors, Career Fair Ambassadors, exam monitors and to their employers—for the time, energy and enthusiasm so generously donated.

Fall 2012 semester CIP exam proctors

Ainsley Brush, CIP, CAIB	Insurance Protection Group
Bill Hanna	
Cedric Banks, CIP	
Cheryl Persaud, CIP	Rai Grant Insurance Brokers
Dawn Robinson, CIP	Aviva Canada
Debbie Miller, CIP	Petley-Hare Ltd.
Elaine Porter, CAIB, CIP	Bryson & Associates Insurance Brokers Ltd.
Joanna Wall, CIP	BST Insurance Brokers
Kevin Chisholm, FCIP	
Kim MacCharles, CIP	Intact Insurance
Lance Hunter, CIP	Farmers' Mutual Insurance Co.
Laura Belfry, CIP	First Durham Insurance & Financial
Lisa McMillan, CIP	Worden Insurance & Financial Services Ltd.
Lisle George, CIP	Unifund Assurance Company
Marilyn Hanna, CIP	
Mary Banks	
Mechelle Larkin, CIP	Roughley Insurance Brokers Ltd.
Mike Pahwa, CIP	First Durham Insurance & Financial
Roberta Zurrer, CIP	McDougall Insurance Brokers Ltd.
Stephen Burkholder, CIP	The Co-operators
Steve O'Connell, CIP	HTM Insurance Company

Fall 2012 semester CIP Instructors

Cathy Plassaras, BSc, FCIP, CRM	Jackie Murison, CIP
Kim MacCharles, CIP	Sharon Greenidge, CIP

If you have earned your designation, please consider volunteering. Contact Heather at htanner@insuranceinstitute.ca

Ambassadors

Lauren Auld	Alan Mote	Catherine Derksen	Warren Ting
Jennifer Clare	Angela Samells	Judy Flanagan	
David Elliott	Roberta Zurrer	Enrico Mastrangeli	
Jason Foroglou	Ron Bouwmeister	Elaine Porter	

CIP Society Volleyball Event

On Wednesday, September 5, the Insurance Institute of Ontario, Kawartha/Durham Chapter, in conjunction with the Insurance Brokers Association of Durham Region held our inaugural Volleyball event! The day was a huge success with 10 volleyball teams plus volunteers. The day was sunny and warm and the atmosphere was charged with competition.

The winners of the 2012 tournament were team CRCS Disaster Kleenup AKA the 'Kleenup Krew'.

We hope you join us next year on September 5, 2013 at Devil's Den Beach Volleyball in Brooklin!



Devil's Den Beach Volleyball, the gorgeous venue for the volleyball event.



Two Farmer's Mutual Insurance Co. (Lindsay) teams face off! The 'Net Negotiators' against 'Net Results'!



Petley-Hare Ltd team 'Green Envy' in action!

