

INSIDER

Prince Edward Island

SPRING 2017

INSURANCE INSTITUTE OF PRINCE EDWARD ISLAND



Message from the President

Spring is here and the snow is melting! As you all know with Spring comes exam time. This April will be the last exam session before all exams are rolled over to Computer Based Exams. In July 2017 all CIP exams will be computer based.

I want to thank everyone who attended the IIPEI Curling Funspiel at the Charlottetown Curling Club

in February. It was well attending and a fun evening was had by all! A special thank you again to our sponsors for supporting this event!

IIPEI is currently in the planning stages of a new seminar for the month of June. Stay tuned for more details!

My first year as President of the Insurance Institute of PEI has been exciting and educational. I have met lots of new people within the industry at our local Institute events and look forward to what the next year will bring.

The Insurance Institute of PEI is always looking to recruit new members. If you know of anyone interested in becoming a member please refer them to our website or they can contact our Marketing Coordinator, Kent Hudson.

Tricia Hashie, FCIP
PEI Mutual Insurance Company
Summerside, PE

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Learning for the real world. Rewarding.



IPEI Annual General Meeting

The Annual General Meeting of the Insurance Institute of PEI will be held at on Thursday, June 15, 2017 at 3 p.m. The following items are on the agenda:

1. Call to Order
2. Roll Call
3. Reading of Notice of Annual Meeting
4. Approval of Minutes—June 2016
5. President's Report
6. Treasurer's Report
7. Annual Summary Report
8. Banking Resolution
9. Election of Directors
10. Any other business which may properly come before this meeting
11. Adjournment

Members are welcome. Please RSVP to Kent Hudson at khudson@insuranceinstitute.ca prior to June 8, 2017.

Choose the learning format to suit your schedule!

Did you know that the Insurance Institute offers a variety of delivery methods for you to choose from? We know you're busy—for many students, attending a class once a week, in person, is sometimes difficult. There are many factors at play including travel time, work requirements, and of course family commitments.

That's why the Institute is pleased to offer our classes in a variety of learning formats. Whether your preferred learning style is the traditional classroom approach, or if you prefer to condense your learning, take virtual classes, or even distance learning, we have something to suit you.

Visit the CIP section of the Insurance Institute website to see a complete list of the CIP classes available to you, or contact iipeimail@insuranceinstitute.ca for more information.

Become a Career Connections Ambassador!

To help motivate and inspire young people to think about the insurance industry as a possible career path, we have developed the Ambassador Program. Our trained Ambassadors are experienced industry professionals who volunteer their time to share their own educational and career journeys with students and career seekers. From a first-hand perspective, they directly communicate how much our industry has to offer, and often offer personal stories about their satisfying and ever-changing careers.

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

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

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

If you would like to become an Ambassador or would like more information about the Ambassador program, visit www.career-connections.info.

Serious about your insurance career? You can't afford *not* to have your CIP.

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. Each CIP course you take brings you closer to becoming a Chartered Insurance Professional.

And if you haven't joined the CIP program yet, have you seen www.BeAssured.ca/cip? It's got some great information on why the CIP designation is so valuable.

For example, it's been proven that employers across Canada know that CIPs have completed a rigorous program of study and have a wealth of industry-specific knowledge.

Additionally, those who have the designation can expect to earn about \$8,000 more a year than those with a similar level of experience—but no CIP.

We encourage you to enrol now and secure a spot in the course and learning format of your choice.

To view a list of classes in your area, visit at www.insuranceinstitute.ca/pei.

Thank You to our Volunteers!

Every day, hundreds of insurance industry professionals voluntarily give their time and talent to the Insurance Institute of PEI. Their roles vary from Council members to exam proctors to Career Connections ambassadors. Through our volunteers, we have successfully served and transformed professionals in the insurance industry. Thank you!

Volunteering has great benefits, including professional development, making new contacts and a valuable contribution to the education of the industry. To learn more about how you can become involved as a volunteer, contact us at iipeimail@insuranceinstitute.ca.

Call for Nominations—2017 National Leadership Awards

Last year, three new honourees were inducted in the CIP Society's Leadership Circle: Paul Martin, CIP and Robert Pearson, FCIP in the established leader category, and Laura Van Vliet, CIP, CRM in the emerging leader category.

We look forward to extending this prestigious recognition to more honourees this year with the announcement of the call for nominations for the 9th Annual CIP Society National Leadership Awards.

Begin the nomination process

Now there's an easier way to jumpstart the nomination process. Visit the CIP Society's National Leadership Awards webpages today to complete an online candidate assessment and submission form for a leader in the emerging or established leader category. This pre-nomination process (1) enables you to quickly assess your candidate on the leadership qualities that the awards program defines as leadership in the industry. In this way, before you complete the full nomination package, you can find out if your candidate meets the high standards set out by the Leadership Awards. And this pre-nomination process (2) enables us to see if others are also considering your candidate—thereby providing nominating supporters; if your candidate has been an Institute volunteer—thereby possibly engaging the volunteer manager in support of the nomination; if you have identified the appropriate category for your candidate; and if your candidate is a member in good-standing of the CIP Society.

With these preliminary checks in place, the CIP Society will then forward you the fuller nomination package to complete. The package includes a fillable PDF form, which asks you to substantiate the ways in which your candidate meets the criteria of the program through their accomplishments and contributions, and to support your nomination with additional letters of support. A nomination guide is also available to offer advice along the way.

We highly recommend nominators start early. Nominations close on June 1, 2017.

Virtual Classes and Webinars around Canada!

If you can't find a virtual class at your local institute at a time that suits you, you can enrol in ANY virtual class or webinar held by another Institute. It's all part of your membership fee!

As a member of the Insurance Institute of Prince Edward Island, you have the ability to register in webinars and virtual CIP classes with any institute throughout the country. In a virtual class or webinar, the instructor interacts with students through the use of text, chat and icons. You can easily ask questions and get answers in real time, as well as view the instructor's PowerPoint slides. They are convenient, economical and save travel time—all you need is a connection to the Internet! Contact us to learn more.

Membership Renewal coming up soon

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.

Have your contact details changed? We encourage you to update your profile by logging in at www.insuranceinstitute.ca.

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

Register for a Spring CIP Course Now

It's time to make an investment—in yourself.

Employers across Canada know that CIPs have completed a rigorous program of study and have a wealth of industry-specific knowledge. This spring, give your education a boost.

Give Your Education and Career a Boost. Enhance your career prospects with the CIP designation.

The CIP designation opens the door to virtually any career in insurance, and the program is designed with career flexibility in mind.

Choose your class format to suit your schedule!

1. Virtual classes: learn from the comfort of your own environment but still be connected to an instructor! We offer a number of live and self-paced virtual classes, listed on this page. Just click the link of your preferred course.

C12: Insurance on Property

C111: Advanced Loss Adjusting

C122: Practical Issues in Underwriting Management

C130: Essential Skills for the Insurance Broker and Agent

C132: Practical Issues in Broker Management

C36: Building Constructions, Fire Hazards and Basic Hazards

C38: Liability Loss Prevention

Connecting you with the Latest Industry News

The CIP Society offers a wide range of free online resources for our members and the industry at large, including monthly Trends Papers on topics like Uber and the Internet of Things, as well as research reports on topics like Cyber Risks and Automated Vehicles. Visit our Trends Paper page for the full library of papers and our Insights and Research page for the full listing of research reports.



Taking courses and seminars with us and being reimbursed?

Benefit from the LearnDirect 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 you—as well as your HR and accounting departments.

We're seeing an increased interest from both companies and students in putting an emphasis on education, which has led to a rising participation rate in our LearnDirect program (formerly Company Bill—Learning).

This program simplifies all employee registrations to the Institutes' CIP and FCIP courses, seminars, and other educational offerings. We issue only one invoice, and your company makes one simple payment.

Everyone wins with LearnDirect—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 participates, first connect with your HR team and ask if they are on a direct bill program with the Institute. If they would like to find out more about how this program can benefit your company and its learning needs, they can contact Eshani Podai, program coordinator, at 416-362-8586 ext. 2346 or email epodai@insuranceinstitute.ca.

Download the Institute's Mobile App!

Available through Google Play and the App Store, IIC Mobile Learning is a study tool that contains the Dictionary of Insurance, free practice questions for C11 students (with additional available for in-app purchase), and you can also access and edit your member profile and course records. Discover how it can help you with your study and professional needs.



The teams included:

- Stewart McKelvey Rock Stars
- On the Rocks—*FirstOnSite*
- Peter & the Sweeping Beauties—*DeLong & Associates*
- Intact Team 1
- Intact Team 2

All of the teams were treated to some Papa John's Pizza at the end of the day... and perhaps a few drinks!

It looks like the curling funspiel will likely become an annual event!



'Mycareer' launched as part of National Education Month

The Insurance Institute's popular National Education Week has grown to become National Education Month, and we celebrated it in February. We extended this initiative to cover a full month to provide additional local seminars, events and other opportunities to advance your insurance knowledge.

This year we also launched a highly-anticipated new initiative: **mycareer**—an online open resource of career maps, education pathways, assessment tools and tip sheets for those in the industry looking to navigate their insurance career.

As part of the launch, we scheduled five free national webinars that gave an overview of these new career management tools—and delved into several areas of interest in insurance careers. The webinars were extremely well-attended with over 1,000 registrants! This confirms our research that there is a definite interest in exploring career options within the industry. To learn more about **mycareer**, visit www.insuranceinstitute.ca/mycareer.

Each year we try to use National Education Month to raise awareness of local professional development activities, courses and events that bring insurance professionals together to raise the standard of education in our industry.

Thanks to all participating insurance organizations, professionals, students, seminar leaders and volunteers for making National Education Month 2017 a success!

Insurance Institute of PEI—2017 Subscribers

As a local not-for-profit organization with the mandate of promoting professionalism and education in the insurance industry, the Insurance Institute of Prince Edward Island relies on the generosity of our subscribers. Special thanks go out to our 2017 subscribers listed below!



Thanks for your tremendous support!