

Institute names first 'new-track' grads

THIRTEEN insurance professionals from across Canada — and one more from the Bahamas — make up the inaugural graduating class of the Insurance Institute of Canada's 'new-track' Fellow Chartered Insurance Professional designation program.

These grads are the first to earn an FCIP designation through the new-track program launched four years ago. The six-course, part-time professional development program offers a comprehensive business education with a focus on p&c insurance, leadership knowledge and skills.

"The FCIP program provides you with timely, relevant information that enables you to improve your skills and uniquely prepares you to sit at the executive table of your company," said 2014 FCIP grad Anna McCrindell, a commercial insurance solutions vp from Cambridge, Ont.

"My advice is that if you are interested in taking your career to that next level, the FCIP is a great opportunity to improve your skills and provides you with the knowledge to be a real leader in this industry."

Institute president and ceo Peter Hohman expressed pride in the grads, "who have committed themselves to broadening their knowledge of the property and casualty

insurance industry." In addition to Ms. McCrindell, the inaugural graduating class includes:

- Cindy Carroll, assistant claims supervisor (Freeport, Grand Bahama);
- Julie Chipp-Smith, senior underwriter, personal lines (Ajax, Ont.);
- Greg Crawford, unit manager, casualty (Halifax);
- Gerald Daviau, director of analysis and pricing (Cambridge, Ont.);
- Joseph Deschambault, personal lines supervisor (Moncton, N.B.);
- Erin Ferguson, rating program manager (Regina);
- Nicolas Haynes, analyst, casualty claims services (Edmonton);
- Vinh Ho, commercial p&c underwriter (Calgary);
- Will Killen, commercial underwriter (Toronto);
- Christine Korth, accident benefits claims representative (Calgary);
- Andrew Lawrence, assistant vice president, commercial risk segment (Toronto);
- Curtis Thompson, commercial lines underwriter (Oakville, Ont.), and
- Leslie Young, systems and quality assurance manager (Vancouver).

MPI says 'training' approach working

A MANITOBA Public Insurance web page listing car dealers and inspection mechanics sanctioned for shoddy or shady work hasn't seen a name added for more than a year.

That doesn't mean that every auto dealer, mechanic and inspector in the province is now the picture of perfection. But neither does it mean that MPI is turning a blind eye to incompetent or dishonest businesses, the insurer says.

Rather, it means that MPI has decided the carrot works better than the stick, and it has taken to reforming errant shops instead of punishing them . . . unless they're caught doing something really wrong — say, rolling back an odometer.

In such cases MPI will sanction the offender and post his business on the list. It just hasn't happened since April 2013.

"We took a training strategy on this as opposed to the punitive sanction process. But there will be names published if there are sanctions given," MPI's Brian Smiley told *Thompson's*.

"So at this point there have been no sanctions given, and . . . we were working to try to educate some of these inspection stations and their mechanics."

Mr. Smiley said one reason for the change was that once MPI started publishing names of sanctioned persons and business online, "a number of stations withdrew from the program."

"Moving forward, we saw that many of the (inspection) stations wanted the re-education."

The sanctions that were posted between November 2010 and April 2013 were for wide-ranging offences such as:

- Inaccurate or incomplete vehicle inspections;
- Making false statements;
- Not disclosing a material fact on a vehicle sold, and
- Failing to act with honesty and integrity.

An official in Attorney General Andrew Swan's office said the lack of suspensions demonstrates the legislation is working.

Simulator tackles texting while driving

MANITOBA Public Insurance has unveiled a driving simulator it will take to events around the province as part of its 'Your Last Words' campaign to deter young drivers from texting while driving.

The insurer also unveiled an online version of the simulator at www.yourlastwords.ca.

While praising the MPI initiative, CAA Manitoba wants the provincial government to go further, increasing penalties for distracted driving.

MPI's Brian Smiley told *Thompson's* the simulator "is literally a cockpit which has a steering wheel, gas pedal, brake and there are several screens in front of the person.

"It's a visual, hands-on tool to demonstrate that this is a serious driving behaviour."

The insurer reports that almost 5,000 Manitobans are convicted each year for using a hand-held electronic device while driving, an offence that carries a fine of \$200 and, as of 2013, two demerits on the motorist's driver safety rating.

But the auto club thinks the penalties need to be tougher. Results of a survey released during the summer show a quarter of CAA Manitoba members do not feel safe on the province's road, half feel the two-demerit penalty has not made a dent in the problem — and 40% want to see stiffer financial penalties.

Angele Young, CAA Manitoba public and government affairs specialist, noted that B.C.

and Saskatchewan have zero tolerance for use of hand-held devices during the graduated licensing period, and the latter this year began impounding repeat offenders' vehicles for seven days.

The auto club even floated the idea of confiscating offenders' phones, but conceded this would need new legislation.

"It would be great if we could do that," she said.

"Because we know that distracted driving is the No. 1 road safety concern on our roads, not just in Manitoba, but in Canada as a whole. So is (the current) law going far enough? We think it is not. There needs to be more deterrence."

IBAS adopts 'Risky Business' theme

TO COUNTER the notion that insurance is boring, the Insurance Brokers Association of Saskatchewan has adopted 'Risky Business' as the theme for its annual convention next month.

Keynote speaker at the event at the Delta Regina Hotel will be Greg Johnson, better known as television's 'Tornado Hunter.'

Less dramatic, but equally important risks will be examined in a Oct. 16 seminar on 'Reducing the Risk from Natural Disasters,' presented by Paul Kovacs, executive director of the Institute for Catastrophic Loss Reduction.

On Oct. 17, Amanda Ketelaars, program manager for the Centre for Study of Insurance Operations, will conduct a seminar titled 'From Risk to Reward with Technology,' outlining the need to keep up with tech changes and reviewing how CSIO services can help brokers retain clients and work efficiently.

'Risky Business' — the movie — is the theme for the trade show opening the convention, while the president's banquet and dance winds down the proceedings.

The registration deadline is Oct. 9. More information is available at www.ibas.ca.