

FINAL REPORT COMING SOON
**Insurance Institute completes its third research study
into the industry’s workforce**

(Toronto, ON –November 26, 2012) – Recognizing that human capital issues – such as recruitment, retention and succession planning, education and training – are still at the forefront of industry concerns today, the Insurance Institute of Canada has completed its third research study into the industry’s workforce. As a follow up to the census five years later, the study investigates the impact of recent economic and other events on employment trending, if any, and forecasts the future human resource requirements of the industry.

A Demographic Analysis of the P&C Insurance Industry in Canada 2012 – 2022 will be published in January 2013.

To learn what this third study tells us, plan to attend one of the seminars to be presented in key cities by Richard Loreto, on behalf of the CIP Society, between February and April 2013.

Human resources professionals and senior managers; business owners and managers who are concerned about recruitment, retention and succession planning; and others involved in staffing issues are encouraged to attend the seminar. Companies are encouraged to send local representatives from across the country. Locations and dates for the seminar are as follows:

Location	Date
IIO – GTA	Wednesday, February 13, 2013
IIO – Ottawa	Thursday, February 14, 2013
IIO – Conestoga	Thursday, February 21, 2013
IINA – Edmonton	Wednesday, March 6, 2013
IISA – Calgary	Thursday, March 7, 2013
IIBC – Vancouver	Friday, March 8, 2013
IINS – Halifax	Wednesday, March 13, 2013
IIM – Winnipeg	Tuesday, March 26, 2013
IIOC – Montreal	Thursday, April 18, 2013

- WHAT:** Seminar: Demographic Research Key Findings
- WHEN:** Various dates and times, beginning February 2013
- WHERE:** Major cities across Canada
- WHO:** Dr. Richard Loreto, President, R.A.L. Consulting Inc.
- COST:** To be determined
- PHOTO OPS:** There will be numerous photo and video opportunities on site

About the Insurance Institute: The Insurance Institute is the premier source of professional education and career development for the country's property and casualty insurance industry. Established in 1899, the Institute is a not-for-profit organization serving more than 38,000 members across Canada through 19 volunteer-driven provincial Institutes and chapters.

The Institute sets professional standards for the industry through education programs that lead to a range of designations, including the internationally recognized Chartered Insurance Professional (CIP) and Fellow Chartered Insurance Professional (FCIP). Graduates of these programs continue to enhance their expertise, experience and professional relationships by participating in the Institute-sponsored CIP Society.

Throughout their insurance careers, Institute members are guided by a rigorous code of ethics and an evolving set of proven best practices. As they pursue rewarding opportunities in a rapidly changing industry, they can take advantage of ongoing development programs, seminar series and networking events offered by an organization devoted to learning for the real world.

– 30 –

For more information, please contact:

Nora Gubins
Director, Business Development and Communications
Insurance Institute
P: (416) 362-8586 x2294 or
E: ngubins@insuranceinstitute.ca