

# North West Local Institute News

Spring 2009

## CII Merger Deferred

### Deferment of proposed merger between the CII and the Australian and New Zealand Institute of Insurance and Finance (ANZIIF)

Many of you will have received a communication recently informing you that the CII Board has decided to defer the merger proposals between the CII and ANZIIF.

There are two main reasons for this deferment:

Firstly, the global financial environment has changed rapidly since the CII entered discussions with ANZIIF over a year ago.

Secondly, the merger proposal was based on an agreed set of financial performance indicators. ANZIIF's latest financial forecast for 2008 no longer met the basis of the original agreement.

For now the CII is focussing its efforts on supporting CII members during this difficult time. Following member feedback, the CII may continue to consider the subject of a name change and will be issuing further announcements as these consultations progress.



### The CII think-piece series: new year, new ideas

The CII thinkpieces were launched in May 2008 as a part of the CII's ongoing commitment to promoting new thinking within the financial sector. The CII has now published ten short papers contributed by an expert and covering subjects as diverse as financial capability, consumer psychology, retail investment distribution models, banking, and reformed offenders. The papers are 4-5 pages in length and make use of summaries and other features to make them easier to read, and are all available on the CII thinkpiece website: [www.cii.co.uk/thinkpiece](http://www.cii.co.uk/thinkpiece).

Giving contributors a voice does not mean that the CII endorses their points of view. Each writer is free to express his or her opinion, with minimal editorial interference.

The special international series will comprise of six articles written by Chatham House, an organisation recently named by Foreign Policy magazine as the world's leading non-US think tank. In the first article published on 8 January by the CII, Vanessa Rossi, Chatham House's senior research fellow of international

economics, examines the global economic downturn, and warns that the recession will lead to major shifts in global governance especially in favour of the emerging economies.

Forthcoming thinkpieces to be published over the coming months include:

- Assessing the terrorist threat in the UK
- The science of climate change and the implications for insurance risk management
- The rising influence of the Gulf region in global finance and business
- The birth of the life market and the risks posed by longevity risk
- Deflation in the property-related sectors and how this will impact on household insurance
- How changing migration trends will impact on populations and age structure
- How does outsourcing impact on economies and insurance markets?
- Are emerging markets influencing insurance trends?

The CII is constantly exploring new ideas and themes, and are therefore open to any suggestions as well as feedback. Readers wishing to submit ideas or comments, or be added to an email mailing list to receive these thinkpieces when published, should email [thinkpiece@cii.co.uk](mailto:thinkpiece@cii.co.uk). Qualified CII members should also note that reading these articles can earn CPD credits.

## Preston and Blackpool scale the heights



Each year The Insurance Institute of Preston and Blackpool raise a significant amount of money for The Insurance Charities and a local charity nominated by the President.

2008 has been no different and currently sees Baby Beat in the spotlight as the President's nominated charity.

Lead by their daredevil President Sandra Turner a large number of the Preston and Blackpool membership were brave enough to overcome a real fear of heights

to abseil down the 128ft tower at Peel Tower, Holcombe Hill near Ramsbottom in August.

So far, in excess of £4,800 has been raised for the charities. A 'well done' and "thank you" to all who have supported the institute's various events during Sandra's Presidential term.

## Blackburn and Burnley Motor Claims

The Blackburn and Burnley Insurance Institute held one of many successful lectures in 2008. Attended by more than 50 delegates, Brian Henderson of GBB UK Ltd presented an insight into Forensic Motor Claims at the Holiday Inn Express Burnley.

Watched on by a captive audience, Brian presented an insight into the accident circumstances relating to whiplash claims by examining how low speed impacts certain situations.

Extensive Film footage was shown to the audience demonstrating the variety of incidents that can and can't cause whiplash injuries.

Brian Henderson's work has been commended in the High Court of London and he is seen as a definitive reference and an expert witness in such cases.

For more information on Blackburn and Burnley's forthcoming lectures please visit their website at <http://www.cii.co.uk/cii/localandglobal/localinstitutesportal.aspx>

## RDR latest developments

The FSA's much anticipated RDR Feedback Statement was published at the end of last year. The paper proposes significant changes to the way investment products are distributed – including clarity of service, remuneration and standards of professionalism. The FSA will be consulting on its proposals in June 2009, with a view to fully implementing and embedding it into the industry by the end of 2012.

Much within the FSA's Feedback statement echoes the ideas championed by the CII in its initial response to the RDR and, subsequently, by the principles agreed with the leading professional bodies and outlined in the Edinburgh Declaration of April 2008.

**For example:**

- The creation of an independent standards board which would exist separately from the professional bodies and underpin standards for financial advice. It would initially be a sub-committee of the FSA Board and may eventually become independent with its own statutory powers;

- Raising the minimum qualification level for financial advisers to CII Diploma level or equivalent (QCA/Ofqual level 4). This would apply to all investment advisers, both independent and otherwise;

- Introducing a step change in professionalism through measures such as new CPD standards, a code of conduct and exploring the use of a Practising Certificate for financial advisers.

The FSA's Feedback Statement also covered the distinction between independent advice and various levels of sales services, remuneration and prudential requirements. We have prepared a document for members that takes a closer look at the proposals in more detail, and what they mean for both independent and non-independent advisers. To download the document (Feedback Statement: A Closer Look) and to see all other RDR related documents please visit the dedicated RDR website: [www.thepfs.org/rdr](http://www.thepfs.org/rdr)

# Recruiting New Talent

Caspar Bartington, the CII's Relationship Manager for Further and Higher Education, has been delivering presentations to Universities and Colleges across the UK relating to insurance and financial advice.

This activity aided by young professionals from the local insurance institutes intends to raise awareness of insurance and financial advice careers in universities, and aims to reassure those looking to enter the financial services sector that there are still excellent opportunities.

There will be further events taking place in the first quarter of 2009 at a number of regional universities including Manchester and Liverpool.

If you are interested in finding out more about these events, or if you would like to get involved with your local university, please contact the CII's Relationship Manager for Further and Higher Education, Caspar Bartington ([caspar.bartington@cii.co.uk](mailto:caspar.bartington@cii.co.uk)).

Finally, Caspar is working with universities and employers to get a number of summer placements for undergraduates seeking a career in insurance or financial services. If you are in a position to create a placement for a student, please contact Caspar.

## Bolton Beer Festival Success

Led by The Insurance Institute of Bolton's President Philip Derbyshire, over 150 thirsty Bolton Institute members attended Bolton Beer Festival in October 2008.



The social event was a great success and was one of many organised by the Bolton Institute in 2008.

After 14 years at The Howcroft, the festival moved to a larger site at Bolton Rugby Club.

Members were promised bigger bars and 200 real ales to choose from. They were not disappointed.

With fantastic support from Crawford and Company the institute were able to

sponsor two barrels of beer that quickly ran dry.

The institute attended the event in aid of The Insurance Charities and Bolton's premier children's charity Bolton Girls and Lads club. With such fantastic support the institute managed to raise over £300 on the night.

A big "thank you" to all those who attended and we look forward to seeing you at one of our forthcoming technical and social events in the future.

## MEMBERSHIP UPDATE...MEMBERSHIP UPDATE...MEMBERSHIP UPDATE

### Online Learning Statement

The CII has recently introduced an online personalised learning statement, which provides a record of the exams and resultant credits you hold towards completion of the CII qualifications. This includes both CII exams and exams obtained through other awarding bodies (such as professional bodies, universities etc.) that you have informed the CII about.

Importantly, it also sets out in simple terms the requirements necessary to complete a qualification you are or may be considering working towards.

To access your learning statement visit [www.cii.co.uk](http://www.cii.co.uk).

### Exam guides

Older exam guides for written papers are now available online free of charge for members at [www.cii.co.uk/knowledge/examguides](http://www.cii.co.uk/knowledge/examguides). These invaluable study aids are produced for most CII exams, typically including exam questions, examiners' comments on candidates' performance and key points for inclusion in answers. Guides for the last two sittings and for multiple-choice exams remain available for purchase on the main CII site.



### Do you know the benefits of joining a faculty?

Membership of one faculty is **free** and provides access to a wide variety of information and services that can help support you in your role. The five faculties are: Claims, Insurance Broking, London Market, Underwriting and Life & Pensions.

Each faculty has its own dedicated website providing information on faculty issues, events, best market practices and technical briefings. These are all accessible via the CII website at [www.cii.co.uk](http://www.cii.co.uk).

The faculties have produced a series of faculty viewpoints which are available to members on the web. These are short filmed pieces addressing specific topics or areas of interest delivered by industry experts. Previous topics have included: Ministry of Justice, Commission disclosure, US credit reinsurance and Business interruption. Due to the success of these, a second series has now been filmed covering topics such as Policy wordings, Aquaculture insurance, Importance of clients' services and Insurance law reform.

A new programme of masterclasses is also underway in partnership with RSA. Part 1 of the first masterclass is available online now and covers risk management trends and solutions, in relation to construction practices from a global perspective.



Further masterclasses will be published throughout the year.

The joint faculties Continuing Professional Development research is progressing. This explores the views of our members on Continuing Professional Development through an online questionnaire and focus groups. This information is being collated and will be published in a report later in the year. We are conscious of enhancing what the faculties do to help members with their Continuing Professional Development and a project group is in the process of reviewing ways to improve our offering to members.

To ensure you maximise the benefits of CII membership join a faculty now by contacting Customer Service on **020 8989 8464**. Membership to one faculty is free, membership for each additional faculty is £10.

### Redundancy Guide

If you have just suffered the misfortune of redundancy you might rightly ask what can your professional body do for you now? We have therefore put together a new redundancy guide to help you in these difficult times and provide some guidance on how to cope. This is available at [www.cii.co.uk/knowledge/redundancy](http://www.cii.co.uk/knowledge/redundancy).

And don't forget the Insurance Charities is also here to help...

The Insurance Charities sometimes seem like one of the insurance industry's best kept secrets but the facts speak for themselves. Over £1m is spent every year helping hundreds of people who have worked or still work in the insurance industry but who have fallen on hard times.



The charities help anyone (or their dependents) who has worked at any stage of their career in the insurance industry for five years or more. They help people of all ages and last year made grants worth over £1.2m to over 800 people.

They rely solely on the financial support from the industry and the generosity of all the Institutes and their fundraising efforts. If you would like to support the charity or want more information on how they can help you, please call **020 7606 3763** or visit [www.theinsurancecharities.org.uk](http://www.theinsurancecharities.org.uk).

### Do you need to enhance your learning?

The CII offers a range of palm sized Key Fact booklets, ideal for qualified members looking to refresh their knowledge as part of their continuing professional development (CPD).

The booklets also provide an excellent opportunity for you to enhance your technical knowledge and maintain your competitive edge during these difficult times.

Initially produced as study aids for individuals undertaking their CII qualifications, the Key Fact booklets are based on the latest CII course books and focus on key specialist areas.

Don't miss out on the opportunity to refresh your knowledge. For further information visit [www.cii.co.uk/kfbooklets](http://www.cii.co.uk/kfbooklets)



## Chester & North Wales Flooding



On the 13th November 2008, The Insurance Institute of Chester and North Wales held one of a number of lectures as part of their CPD and Education series in 2008

Held at the NFU Mutual Offices, the talk was given by Andrew Dear of MYI Chartered Loss Adjusters who, with an army of fellow adjusters, descended on Hull and Gloucester following the unprecedented flooding of 2007.

Not only was Andrew an expert witness to the event, he also showed a great many photographs of the devastation to Public and Commercial life in those areas,

Andrew was able to give a vivid description of the work that was done to resettle inhabitants, and to ensure the minimum fuss of loss of community and business continuance.

For more information on The Insurance Institute of Chester and North Wales CPD and Education Series please visit their website at <http://www.cii.co.uk/cii/localandglobal/localinstitutesportal.aspx>

## Climate Change in Bolton

The Insurance Institute of Bolton recently held a lecture on Climate Change at the AXA Insurance offices, Reebok, Horwich.

Presented by Miss Trusca Angel, Head of Climate Change at Axa insurance; the lecture was well received by over 40 members.

Trusca's focus has been on driving change within organisations and has seen her spend much of her career working across Europe and in South East Asia.

The lecture provided details of the problem and ways in which the insurance world is dealing with changes to the environment.

With reference to tsunamis and melting ice caps, the main feature of the talk was the impact that doing nothing would have on the planet.

Trusca explained that, as yet, no specific policies have been written to provide cover from the effects of climate change however insurers are having to be aware of changing claims patterns in their underwriting of risks.

## Chester and North Wales Bowled Over

August saw the inaugural Insurance Institute of Chester and North Wales cricket match take place.

Held at Whittington Cricket Club, near Oswestry, the Insurance Institute of Shrewsbury provided opposition for the limited overs game.

Watched on by proud family members Shrewsbury set a huge target for Chester and North Wales to chase.

A defiant Chester and North Wales team cut, blocked and thrashed their way through the opening bowlers before succumbing to a narrow loss that saw extras the highest scorers of the day!

It was a fantastic day out for all members of the institute and their families, finished off with a generously prepared barbeque and ice cold beer provided by the hosts.

## Kendal Annual Dinner Dance

The Insurance Institute of Kendal have announced that their Annual Dinner Dance for 2009 will take place at the Netherwood Hotel, Grange over Sands on the 27th of February 2009.

A black tie event, the evening promises to be a hugely enjoyable evening and a great chance for insurance and financial services professionals to socialise.

The evening includes a three course meal, guest speaker and charity raffle.

Places are limited so please email Dinner Secretary Michael Prill to avoid disappointment at [michelprill@msn.com](mailto:michelprill@msn.com)



The Insurance Institute of Preston and Blackpool have developed a series of Master Classes aimed at supporting and promoting education in the region.

Three such Advanced Underwriting Seminars have taken place in 2008 and subjects such as; Fleet, Business Interruption and Liability have been covered that have received fantastic feedback.

Held at a local venue for a nominal cost to members, the institute welcomes delegates from all neighbouring institutes with no restriction on admission.

Places are on a first come first served basis so please keep a check on their website for further details – [www.iipb.org.uk](http://www.iipb.org.uk) or contact [events@iipb.org.uk](mailto:events@iipb.org.uk) for more information on the classes being held in 2009.

The institute would like to thank the two offices that have supported this initiative and made the master classes possible. From Zurich Jim Wilkes and from Norwich Union Nick Bancroft and Alan Truman.

## Liverpool Celebration

The Insurance Institute of Liverpool successfully held their Annual Dinner on the 23rd of January 2009.

Chaired by Liverpool President Kenneth Moore, guest speakers included Robert Reid (Past President of the PFS) and Peter Hubbard (Vice President of The Chartered Insurance Institute)

Held at the Britannia Adelphi Hotel in Liverpool, and attended by more than 500 guests, the evening was a celebration of The Insurance Institute of Liverpool's success in 2008.

On the evening, a delighted Kenneth Moore was able to present awards to those successfully passing their CII examinations in 2008.

St Francis Xavier's College Choir commenced proceedings and entertainment was provided by roving sporting comedian Sean Styles.

*The Insurance Institute of Liverpool President Kenneth Moore with St Francis Xavier's College Choir*



## Who's Who!

If you have a query or simply wish to get in touch, then your local institute/PFS region would be delighted to hear from you.

### Blackburn and Burnley President:

Jean Mckinlay ACII  
Tel: 01282 425121  
E-mail: [david\\_mckinlay15@hotmail.com](mailto:david_mckinlay15@hotmail.com)

### Bolton President:

Philip Derbyshire ACII  
Tel: 01204 556 234  
E-mail: [philipderbyshire@willis.com](mailto:philipderbyshire@willis.com)

### Carlisle President:

Sonia Mcmillan Cert CII  
Tel: 01228 829074  
E-mail: [sonia.mcmillan@smartandcook.co.uk](mailto:sonia.mcmillan@smartandcook.co.uk)

### Chester and North Wales President:

Philip Tasker ACII LLB (Hons)  
Tel: 01244 691 963  
E-mail: [phil.tasker@gilesinsurance.com](mailto:phil.tasker@gilesinsurance.com)

### Kendal President:

John Regan Cert CII  
Tel: 01524 33604  
E-mail: [jfrefan@hotmail.com](mailto:jfrefan@hotmail.com)

### Liverpool President:

Kenneth Moore FCII MIFP  
Tel: 0151 653 2131  
E-mail: [kenmooreifa@yahoo.co.uk](mailto:kenmooreifa@yahoo.co.uk)

### Manchester President:

David Barton-Sharratt Dip CII  
Tel: 01204 439 100  
E-mail: [david.barton@bethell.co.uk](mailto:david.barton@bethell.co.uk)

### Preston and Blackpool President:

Sandra Turner Life Mbr  
Tel: 01772 742 631  
E-mail: [events@iipb.org.uk](mailto:events@iipb.org.uk)



**EVENTS...EVENTS...EVENTS...EVENTS...EVENTS...EVENTS...EVENTS...EVENTS...EVENTS...EVENTS...EVENTS...EVENTS...EVENTS...**

Location	Date	Time	Type of Event	Subject	Speaker	Venue
<b>February:</b>						
Bolton	10th Feb	TBA	Seminar	Broker Networks – Short Term Fix or Long Term Solution	Mr Mark Radburn, Willis Commercial Network	AXA, Middlebrook, Horwich
Liverpool	10th Feb	TBA	Seminar	The Broker Academy		TBA
Blackburn	19th Feb	5.30pm	Seminar	Professional Indemnity – Behind the Mystique	McParland Finn Ltd of Manchester	Holiday Inn Express Burnley
Chester	27th Feb	7.00pm	Social	Charity Casino Night jointly hosted with BIBA		Cheshire View Hotel, Cheshire View, Plough Lane, Christleton, Cheshire, CH3 7BA
Kendal	27th Feb	7.30pm	Social	Annual Dinner Dance		Netherwood Hotel, Grange over Sands.
Preston	Feb	TBA	Seminar	Personal Injury Claims. An alternative View from a Solicitor!	Richard McDowell LLB Head of Personal Injury	Napthens Solicitors, Preston
<b>March:</b>						
Bolton	10th Mar	TBA	Seminar	Selling Marine Insurance	Mr Neil Atkinson, CNA Insurance Company Ltd	AXA, Middlebrook, Horwich
Chester	20th Mar	7.00pm	Social	Annual Dinner Dance		Chester Race Course
Blackburn	20th Mar	7.00pm	Social	Annual Dinner Dance		Mercure Dunkenhagh Hotel and Spa Clayton-le-Moors by J7 of the M65
Liverpool	March	TBA	Seminar	BIBA and MIB		TBA

**The Insurance Institute of Blackburn and Burnley Annual Dinner**

**Friday 20th March 2009**  
Time: 7.00pm for 7.30pm

**Mercure Dunkenhagh Hotel and Spa Blackburn, Clayton-le-Moors, J7 off the M65**

Advance bookings can be made by contacting **Jonathan Horsfield** on 01282 414160 or email [jonathan@burnleyinsurance.co.uk](mailto:jonathan@burnleyinsurance.co.uk)

**The Insurance Institute of Chester & North Wales and BIBA Charity Casino Night**

**Friday 27th February 2009**  
Time: 7.00pm for two course meal at 7.30pm, Tickets: £26.00

**Cheshire View, Plough Lane, Christleton, Cheshire, CH3 7BA**

If you are interested in attending what promises to be a fun filled evening please contact **Emma Milner** on 01244 346 162, email [emmamilner@baiclaims.com](mailto:emmamilner@baiclaims.com) or **Julie Blakeley** on 01244 356 522, email [Julie.blakeley@astbury-wren.co.uk](mailto:Julie.blakeley@astbury-wren.co.uk)

Cost	Local Institute Events	Training courses	£120 CII/PFS members, £140 non-members.
		Seminars	Majority are free to CII/PFS members or available at a subsidised rate. Please refer to the relevant local institute website for details.
		Social	Nominal fee for charity.
	<b>CII</b>	Learning & Development Forums	£60 CII members, £75 non-members.
	<b>PFS</b>	Regional meetings	Free to PFS members, £60 non-members
		Annual Conference	£245 - £345 (incl. Dinner & VAT). PFS members only.
		Other events	Check PFS website <a href="http://www.thepfs.org">www.thepfs.org</a> for details.



Did you know that all of the above events, with the exception of social activities, can be included as part of your CII CPD requirement should you consider it relevant to your professional development needs? For further information, please visit [www.cpd.cii.co.uk](http://www.cpd.cii.co.uk)