

TTAIFA PRESIDENT'S CORNER



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TTAIFA President

As you reflect on 2018 give thanks for all the blessings, growth, challenges, and lessons learnt which have inspired you to become more.

You may have had some really good memories about 2018, but you never know what the New Year is bringing for you. It's time to be hopeful, have new dreams and make some new resolutions for the New Year in your life. It's time to connect with each other and make New Year wishes. It's time to move on and embrace what's new. New Year means a lot of new dreams and new achievements. All achievements have their beginnings in an idea and a burning desire.

As you read this newsletter take into consideration the message given by one of our history icon 'Martin Luther King'. In the piece "Developing a Well-Rounded Growth Mindset", the question is asked, "What is your life's blueprint?" Let the answer to this question direct your path.

*Many congratulations and many blessings for 2019 and beyond.
Happy New Year to all of you!*

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EDUCATIONAL STATISTICS 2018

TTAIFA held regular exams on Wednesday 14th March, 2018 and supplemental exams on Wednesday 18th April, 2018 which took place at TTAIFA's Secretariat. Semester 1 saw four courses achieve a pass rate over 90% and five moderators achieved an 100% pass rate.

RESULTS	FA 201	FA 202	FA 251	FA 257	FA 261	FA 290	FA 271	FP 99	FA 200
Number of Students	29	23	27	19	16	4	15	16	-
Number Passed	23	21	25	17	14	2	14	16	-
Pass Percentage	79%	92%	92%	89%	86%	50%	94%	100%	-

TTAIFA held regular exams on Wednesday 11th July, 2018 and supplemental exams on Wednesday 15th August, 2018 which took place at TTAIFA's Secretariat. Semester 2 saw four courses achieve a pass rate over 90% and four moderators achieved an 100% pass rate.

RESULTS	FA 201	FA 202	FA 251	FA 257	FA 261	FA 290	FA 271	FP 99	FA 200
Number of Students	28	15	10	20	9	7	12	14	-
Number Passed	17	14	9	20	4	2	10	14	-
Pass Percentage	61%	93%	90%	100%	44%	29%	83%	100%	-

TTAIFA held regular exams on Wednesday 7th November, 2018 and supplemental exams on Wednesday 12th December, 2018 which took place at TTAIFA's Secretariat. Semester 3 saw six courses achieve a pass rate over 90% and six moderators achieved an 100% pass rate.

RESULTS	FA 201	FA 202	FA 251	FA 257	FA 261	FA 290	FA 271	FP 99	FA 200
Number of Students	14	7	17	23	11	6	7	12	-
Number Passed	13	7	13	21	9	6	7	12	-
Pass Percentage	92%	100%	76%	91%	81%	100%	100%	100%	-

EDUCATIONAL STATISTICS 2018 (CONTINUED)

Stats on the number of advisors that completed exams and number of advisors that passed in Semester 1, Semester 2 and Semester 3, 2018.

2018	No. writing exams	Number passed	Pass Percentage
Semester 1	149	132	89%
Semester 2	115	90	78%
Semester 3	97	89	92%

TTAIFA COURSES OFFERED FOR 2019

<i>Financial Services Certified Professional (FSCP)</i>	<u>Click Here to View Brochure!</u>
<i>The CLU/ChFC Designations</i>	<u>Click Here to View Brochure!</u>
<i>The AFA/PFA/MFA Designations</i>	<u>Click Here to View Brochure!</u>
<i>Agency Managers Training Course (AMTC)</i>	<u>Click Here to View Brochure!</u>
<i>The AIAM/CIAM/CFMA Designations</i>	<u>Click Here to View Brochure!</u>
<i>TTAIFA Education And Training Brochure 2019</i>	<u>Click Here to View Brochure!</u>

EDUCATION CALENDAR 2019

Semester	Semester Starts	Enrollment Deadline	Classes Begin	Exam Dates	Supplemental Exam Dates
1	January	November 16th	January 7th	March 13th	April 17th
2	May	March 11th	May 6th	July 10th	August 14th
3	September	July 8th	September 2nd	November 6th	December 11th

RECENT CHAPTER ACTIVITIES



TTAIFA North & East Chapter: Day of Common Concern

TTAIFA North and East Chapters participated in CARAIFA's Annual Day of Common Concern on Wednesday 31st October, 2018 at Long Circular Mall and Trincity Mall. Free blood pressure and blood sugar testing were provided to the public and donations were collected for Kidney Foundation.

TTAIFA South Chapter: Day of Common Concern

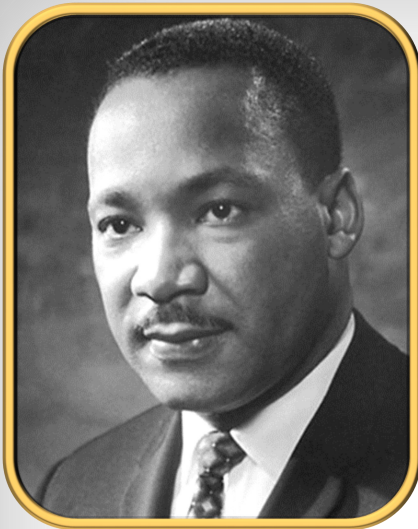
TTAIFA South Chapter participated in CARAIFA's Annual Day of Common Concern on Wednesday 31st October, 2018 at Gulf City Mall. Free blood pressure and blood sugar testing were provided to the public and donations were collected for Kidney Foundation.



TTAIFA North, East & South Chapter: National Insurance System Seminars

TTAIFA North and East Chapters held an NIS Seminar on Friday 19th October at the TTAIFA Secretariat and the TTAIFA South Chapter held its NIS Seminar on Tuesday 23rd October at the Guardian Life Building, Hobson Court. Topics discussed were short-comings and Benefits of the NIS System. Both events saw good turnout.

FOUR KEYS TO DEVELOPING A WELL-ROUNDED GROWTH MINDSET



Four Keys to Developing a Well-Rounded Growth Mindset from Dr. Martin Luther King /MLK

by Jon Isaacson

With the right blueprint we can develop our lives and our careers into something we can be proud of.

In October of 1967, 6 months before his death by assassination, Dr. Martin Luther King, Jr. spoke at Barratt Junior High School in Philadelphia. He spoke on the idea that, like any well-constructed building, our lives should be built upon a solid blueprint. MLK asked the students, **"What is your life's blueprint?"**

Our personal and professional development goals are often intertwined. Insurance provides many opportunities to make a difference in the lives of people and a positive impact in the world. Achieving success cannot be at the expense of building a life or a legacy for ourselves. We often celebrate the life, work, and message of Martin Luther King, Jr, as he demonstrates how they can all merge together to make the world a better place. In this famous speech, Dr. King shared a few keys to building a life of purpose.

Developing a Well-Rounded Growth Mindset Starts with a Sound Blueprint

"Now each of you is in the process of building the structure of your lives, and the question is whether you have a proper, a solid and a sound blueprint." – MLK

Even though this message was shared with junior high students, the wisdom is no less applicable to any age. Those adolescent years are critical in the transition from childhood to adulthood. Our early years lay the foundation for how we will see the world and our role in it.

Too many haven't made solid foundations on a sound blueprint at these transitional stages in their lives and so they are wandering through life without a clear vision. Leadership starts with **leading yourself**. Leading yourself starts with mapping out a plan, a blueprint for where you want your life to go, how you plan to get there and what steps you will take to move in that direction today.

FOUR KEYS TO DEVELOPING A WELL-ROUNDED GROWTH MINDSET

Our calling is to be people of excellence. The beauty of a blueprint is that it is not the finished product but the plan we will follow in order to build our lives upward. As we move forward in our mission we refer to our blueprint to inspire us to action. When we get lost along the way we can recall our blueprint to remind us of our vision.

As obstacles arise we understand that the core principles remain the same but we adapt to new information throughout the process. Martin Luther King, Jr challenged the students, "Don't just set out to do a good job. Set out to do such a good job that the living, dead or unborn couldn't do it any better."

Developing a Well-Rounded Growth Mindset Starts with Knowing your Identity

"Number one in your life's blueprint, should be a deep belief in your own dignity, your worth and your own somebodiness." – MLK

When children are raised at a disadvantage whether that be economically, socially, structurally, spiritually, emotionally, physically or a combination of all of these factors they have more obstacles to overcome. Too often our current situation influences our perspective of who we are as people or what we are capable of.

The path to our purpose does not ignore our circumstances, but Martin Luther King, Jr. and other voices of strength call upon people of vision to carry forward. He says to the students, "I would urge you to study hard, to burn the midnight oil. I urge you that in spite of your economic plight, in spite of the situation that you're forced to live in — stay in school." Purpose requires courage to see past our immediate situation to work through and build for our long-term goals. Vision provides energy in the struggle when the winds have died down and the power is out. Remembering that we have a blueprint calls us back to the clarity of our mission. Understanding our worth as people and our role in the bigger picture reminds us to carry on the good work we have before us regardless of the opposition we face.

Developing a Well-Rounded Growth Mindset Starts with Pursuing Excellence

"Secondly, in your life's blueprint you must have as the basic principle the determination to achieve excellence in your various fields of endeavor." – MLK

FOUR KEYS TO DEVELOPING A WELL-ROUNDED GROWTH MINDSET

The cult of success causes us to idolize the achievers who are most apparent in movies, business and who have attained affluence. If the vision of your blueprint is to build a purposeful and happy existence then the result of our life's work is not guaranteed to bring those physical rewards. Dr. King admonished the students, "If it falls to your lot to be a street sweeper, sweep streets so well that all the hosts of heaven and earth will have to pause and say: Here lived a great street sweeper who swept his job well."

Life is progressive. As we learn an industry and build skills we develop ourselves into those who stand out for mastery in their current duties. Being teachable, consistently learning, growing in our abilities and challenging ourselves to take risks all lead towards advancement. Trust is the most valuable commodity for advancing in life and business, and those who can establish and leverage trust can go far.

Developing a Well-Rounded Growth Mindset Starts with Being Useful

"Be a bush if you can't be a tree. If you can't be a highway, just be a trail. If you can't be a sun, be a star. For it isn't by size that you win or fail. Be the best of whatever you are." – MLK

Worrying about what we are not will rob us from the opportunities we have in the present. Complaining about what we have not become will not help us to reach for who we are and who we can be. If you fail to build excellence where you are currently you will struggle to build excellence in the future. Excellence is a habit and a muscle that must be exercised. Excellence starts with clarity through outlining a blueprint. Preparing to succeed does not guarantee success. But failing to prepare does set the stage for failure. Your mission, big or small, is important.

Investing in Yourself and Your Career are Key to Crafting Success in Life

Martin Luther King Jr. was a man of principles. His life's work is synonymous with making a difference in the world. With the right blueprint we can develop our lives and our careers into something we can be proud of. Insurance provides many opportunities to make a difference in the lives of people and a positive impact in our communities at large. To keep yourself on track remember to clarify your blueprint, value yourself, seek excellence and be the best of whatever you are.

ABOUT TTAIFA

Support your Insurance Industry, Protect yourself and your Clients.

Our TTAIFA association was successfully formed in 1975 to mainly assist with the continuous education and professional development of all Insurance and Financial Advisors in Trinidad & Tobago. In spite of all the diversity within the industry the characteristics of those who join TTAIFA remains the same.

Trinidad and Tobago Association of Insurance & Financial Advisors (TTAIFA) provides education for Insurance & Financial Advisors in Trinidad & Tobago. Through a frame work of cooperation with the American College and the Centre for professional Development, the Association has provided open enrollment program delivery and facilitation services.

TTAIFA is also in the process of introducing new relevant programmes all in the continuing process of better educating and certifying students.

TTAIFA MEMBERS

Our TTAIFA membership attracts top performers who are civic minded. This hard working group of people focus on the process of continually building their business, increasing knowledge & enhancing skills. Our educational offerings provide members with the professional development and continuing education needed. Additionally TTAIFA offers more programs: FSCP, AMTC, MFA, AIAM, CMFA, CIAM, and Prospect or Perish. All professional programs are ratified since we are registered as an ACTT registered educational association.

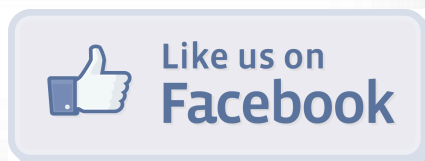
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GO 4 LESS aspires to meet the high standards of TTAIFA Professionals who discern on the basis of VALUE derived

Our intention is to complete or to complement all of the processes of Travel so that the Insurance & Financial Services Professionals of TTAIFA may have a more assuring and value-filled experience.



TRAVEL TIPS AND ADVISORIES

- Share your travel plans with us. Let us work with you for that optimal solution

FARE DEALS – CURRENT AND UPCOMING

- For best prices and trip availability: contact us imminently upon having the intention to travel
- 'Shoulder' your travel dates between the peak periods. Airlines tend to post 'grab & go' offers for these periods

VACATION PACKAGES

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Romeo & Juliet; Adventure & Exploration
- The world is in our reach. Plan early; avoid the peak travel seasons

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Saturdays 9:00 a.m to 1:00 p.m

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