

TTAIFA PRESIDENT'S CORNER



Mariana Galindo

LUTCF, MFA

TTAIFA President

HAPPY NEW YEAR TO ALL!

As we usher in this new decade, we embrace all that 2020 and beyond has to offer. 2020 vision is a terminology used in the medical field to signify "perfect vision". Perfect vision brings clarity; clarity of thought, clarity of actions, clarity of where you are and where you want to be.

For many, January first acts as a marker for new beginnings, an opportunity to start anew; we are all on the same level - ground zero. Have you moved from off the starting point? What is your vision for 2020? Where do you see yourself in this first quarter?

"The only thing worse than being blind is having sight, but no vision." - Helen Keller

Vision is the first step to achieving your goals. You must see it, write it, say it, in order to believe it, and you will eventually achieve it. Action is the second step. Action without vision will pass time, and vision without action merely is a dream. However, the longest road begins with a single step. Let us take the steps necessary in the direction of our vision, so that success will be within reach.

I wish you all prosperity, good health and high productivity in 2020!

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EDUCATION STATISTICS 2019

TTAIFA held regular exams on Wednesday 13th March, 2019 and supplemental exams on Wednesday 17th April, 2019 which took place at TTAIFA's Secretariat. Semester 1 saw four (4) courses achieve a pass rate over 90% and six (6) 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	22	19	10	24	7	5	16	26	-
Number Passed	16	18	8	23	4	3	16	26	-
Pass Percentage	73%	94%	80%	96%	57%	60%	100%	100%	-

TTAIFA held regular exams on Wednesday 10th July, 2019 and supplemental exams on Wednesday 14th August, 2019 which took place at TTAIFA's Secretariat. Semester 2 saw three (3) courses achieve a pass rate of 100% and five (5) 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	19	18	19	8	13	12	14	27	-
Number Passed	8	18	12	7	12	7	14	27	-
Pass Percentage	42%	100%	68%	88%	92%	58%	100%	100%	-

TTAIFA held regular exams on Wednesday 6th November, 2019 and supplemental exams on Wednesday 11th December, 2019 which took place at TTAIFA's Secretariat. Semester 3 saw four (4) courses achieve a pass rate of 100% and four (4) 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	10	4	15	8	-	5	6	6	-
Number Passed	10	4	14	6	-	3	6	6	-
Pass Percentage	100%	100%	93%	75%	-	60%	100%	100%	-

COURSES OFFERED FOR 2020

<i>Financial Services Certified Professional (FSCP)</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>

C.E & CPD CREDITED WORKSHOPS/SEMINARS

JANUARY - MARCH

INSURANCE REGULATION LAW
INSURANCE CPD REQUIREMENTS
TAX RETURN
CORPORATE TAX
DIGITAL MARKETING
EFFECTIVE PROSPECTING & COMMUNICATION
PROTOCOL & DRESS FOR SUCCESS (NOT CREDITED)
LEADERSHIP TRAINING

APRIL - JUNE

INSURANCE REGULATION LAW
INSURANCE CPD REQUIREMENTS
WILLS AND TRUST
HOW MUCH IS ENOUGH
MILLION DOLLAR MINDSET (NOT CREDITED)
SELF DEFENSE (2 SESSIONS) (NOT CREDITED)
BRIDGING THE GAP: INSURANCE AND NIS

JULY - SEPTEMBER

INSURANCE REGULATION LAW
INSURANCE CPD REQUIREMENTS
TAX RETURN
CORPORATE TAX
EFFECTIVE PROSPECTING & COMMUNICATION
HOW MUCH IS ENOUGH
PROTOCOL & DRESS FOR SUCCESS (NOT CREDITED)
I.T 101
FINANCIAL PLANNING

OCTOBER - DECEMBER

DIGITAL MARKETING
WILLS AND TRUST
MILLION DOLLAR MINDSET (NOT CREDITED)
I.T 101
BRIDGING THE GAP: INSURANCE AND NIS
FINANCIAL PLANNING

CONTINUOUS PROFESSIONAL DEVELOPMENT ADVISORY

WHAT IS CPD?

Continuing Professional Development (CPD) is a process that documents skills, knowledge and experience gained beyond an initial position of learning/training. It manages development on an ongoing basis by recording, evaluating and emphasizing the rate of learning. CPD for the renewal of licenses in the Insurance Industry will be considered annually for an agent, broker or adjuster and sales representatives.

OBJECTIVES

The general objective of the CPD process is to ensure that professional growth and learning is pursued and achieved on a continuous basis. The process therefore supports the planning, development and delivery of quality professional services across the industry and so assists in building a high-performing, future-oriented workplace.

WHAT IS A CPD PERIOD?

For an/a agency, agent, sales representative broker, brokerage or adjuster, a CPD period runs for a period of 12 months.

ONE HOUR OF PROFESSIONAL DEVELOPMENT ACTIVITY IS EQUIVALENT OF ONE CPD HOUR

ACTIVITIES INCLUDE:

- Successful completion of a recognized industry-related program or course in insurance, risk management, or business-related course as noted above;
- Attending professional seminars, workshops or webinars sponsored by TTAIFA, TTII, ATTIC, IBATT, ACCLA and/or other recognized organizations;
- Teaching a recognized industry-related program or course in insurance, risk management, or business-related course;
- Authoring or Co-Authoring an article for publication in a recognized industry publication or a textbook for industry-related topic or Newsletter;
- Leading or participating in industry-related research project;
- Participating in structured professional on the job / in house training programmes which will be approved by the relevant body;
- Attending career development courses e.g. supervisory, leadership, general management, writing, presentation, communication; telephone techniques, customer care, negotiation, ethical & compliance training, and financial accounting.

TTAIFA TOASTMASTERS WORKSHOP



From left to right: Catherine Jardim, Gabrielle Addley, Garth Thomas, Jeanine Lucas and Risha Baddaloo.

TTAIFA held two sessions of a Public Speaking / Toastmasters workshop on November 19th and December 3rd, 2019. The workshop facilitator Garth Thomas; holds two Toastmasters International Designations; ACB (Advanced Communicator Bronze) and CL (Competent Leader).

The purpose of this workshop is to lay a solid foundation that will enable participants to grasp the basics of speech writing and delivering a speech with maximum impact utilizing a variety of rhetorical device to full effect. TTAIFA has hopes to start it's own Toast Masters chapter once we acquire the requisite twenty (20) members.

Participant Review: Excellent course, aspiring confidence & motivational characteristics in others.

SOUTH CHAPTER CHRISTMAS PARTY

TTAIFA's South Chapter held it's annual Christmas Party at Maritime Financial Building, San Fernando on Friday 6th December, 2019. Events including limbo, pictionary, all-fours, musical chairs and more. **See pictures below:**



MOTIVATIONAL QUOTE

Here's the Best Way to Create Luck, Money, ... by Antonio Arra, Guardian Life

"LUCK" in business is a by-product of process. NOT A GAME of CHANCE

The truth is, there's really no such thing as "luck." There is only opportunity that is seized by the one who is prepared.

In his book The Richest Man in Babylon, George Clason wrote:

"Opportunity is a haughty goddess who wastes no time with those who are unprepared."

TO BE CONTINUED...

CARAIFA CONGRESS 2020



CARAIFA 34th ANNUAL SALES CONGRESS 2020
HOSTED BY TTAIFA

MAY 3RD - 6TH, 2020
HYATT REGENCY HOTEL
PORT-OF-SPAIN, TRINIDAD





4 DAY
PROFESSIONAL DEVELOPMENT AND
NETWORKING EVENT

OVER 20
INTERNATIONAL, REGIONAL AND
LOCAL PLATFORM SPEAKERS

EARLY BIRD REGISTRATION

REGISTER AND PAY BY DECEMBER 31ST

\$ 1850	USD	SINGLE OCCUPANCY
\$ 1550	USD	DOUBLE OCCUPANCY
\$ 1300	USD	LIVE OUT

REGULAR REGISTRATION

JANUARY 1ST - MARCH 31ST

\$ 2050	USD	SINGLE OCCUPANCY
\$ 1650	USD	DOUBLE OCCUPANCY
\$ 1400	USD	LIVE OUT

OTHER REGISTRATION

\$ 1250	USD	SPOUSE REGISTRATION
\$ 182	USD	EXTRA NIGHTS STAY

Congress 2020 to be held in Trinidad and Tobago at the Hyatt will take place from Sunday May 3rd to Wednesday May 6th 2020 under the theme "Tick Tock".

TTAIFA's Website is updated with a Congress 2020 landing page where persons can register and pay online as well as get regular updates on all Congress Activities at <http://congress2020.ttaifa.com/>. Monthly payment plans are offered until March 31st, 2020.

Please be advised of the following payment options below are available for Congress 2020:

- Wire Transfer / Credit Card or Debit Card,
- Personal Cheques (made payable to: TTAIFA), Company Cheques (made payable to: TTAIFA) - Company payments are normally in full and completed registration form must be submitted to their relevant departments who would make the necessary arrangements.
- Payment can be made in equal parts or otherwise; once paid by the period deadline in which you are interested.

THE 10 COMMANDMENTS OF PROSPECTING 2020

By Bryce Sanders | Source: Think Advisor

1. Thou Shalt Get it Done First Thing

Prospecting is often the least desirable activity on your daily plan. Get it out of the way first thing in the morning. You are fresh. People you call or message are fresh. Nothing has happened to ruin anyone's day.

2. Thou Shalt Follow Up

You get a lead. Someone sounds interested. Respond immediately. I find messages sent to me tend to get lost or overlooked if I don't jump on them immediately.

3. Thou Shalt Remember New Clients Are Paramount

You are primarily paid to find new clients and bring in more assets. If you are great at prospecting and lousy at paperwork, the firm will figure something out. If you are lousy at prospecting and great at paperwork, the firm will fire you.

4. Thou Shalt Treat Each Call or Conversation as a New Opportunity

You are smiling and dialing business owners. You call in the slow time of their day. You get hang-ups and "not interested" on the first nine calls. The outcome of the tenth call is not influenced by the first nine. It might be the initial contact with the person who will become your best client.

5. Thou Shalt Be Persistent

Some agents and advisors start a prospecting strategy, get the point where it's about to bear fruit and say: "This isn't working". They drop it and try another strategy, repeating the process. They put a series of failed strategies into place instead of sticking with one and making adjustments along the way.

THE 10 COMMANDMENTS OF PROSPECTING 2020

By Bryce Sanders | Source: [Think Advisor](#)

6. Thou Shalt Not Frown or Make Funny Faces

Smile when you are working. It comes over in conversations. It lifts your spirit. If you act grumpy, you probably sound grumpy.

7. Thou Shalt Not Do All the Talking

When we get a live prospect, we often want to show how smart we are. We tell them about we can do, before we know what they need us to do. They think: "How can you address my needs if you don't know what my needs are?"

8. Thou Shalt Not be Jealous of Others Around You

Others don't prospect. Some seem to coast through life. Others talk about the big ticket they just wrote. Don't let them bring you down. Although you work under the umbrella of the firm, you are in business for yourself.

9. Thou Shalt Not Be Too Proud to Ask for Help

If your prospecting strategy isn't working, learn from someone who has cracked the code. The folks in the office might be hesitant to reveal secrets, but people you met at conferences or the regional sales manager will likely be glad to share ideas.

10. Thou Shalt Not Be too Cheap to Pay for Help

You found someone in another office at the same point in their career as you. They are doing well and explained they found a good coach and hired them. You said: "I'm not spending any money" and hung up. If you found someone who paid for help and got their money's worth, give it some consideration.

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.

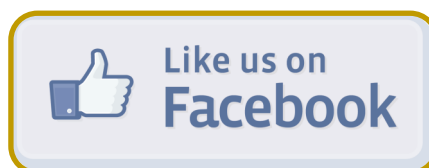
CONTACT US

129-131 Edward Street, Port of Spain

Tel : 868 624 2608 / 868 624 2940

Email : info@ttaifa.com

Website : ttaifa.com



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