

President's Message

Gerald Cruickshank



President of TTAIFA

It is incredible but the year is almost over. We are in the month of October which means the Christmas Holidays are quickly approaching us and amidst the good tidings our Carnival Bands have already begun to launch their portrayals for the 2016 Carnival Season. If you are not already above your projected production targets for 2015, I urge you to step up the interviews and sales presentations to guarantee you achieve and surpass your Company and Personal Sales Objectives.

As you read this note, our Annual Sales Congress was successfully concluded in April. For the 300 plus members who were able to attend from throughout the Caribbean, we thoroughly enjoyed hosting you at the Trinidad and Tobago Hyatt Regency Hotel. Our Congress Committee, chaired by Mrs. Alicia Birch of Pan American Life, did a truly wonderful job.

Our National Awards Function was held in May at the Radisson Hotel and this too was a fantastic event with 325 attendees many of whom received great recognition and collected their National TTAIFA Awards for their productivity and persistency in helping their clients with family protection, education planning, retirement planning, health insurance, personal accident insurance, property insurance, vehicle insurance and mortgage protection and lots more. Congratulations must go out to The Awards Committee chaired by Mr. Finbar Garcia of the Guardian Group.

Please be reminded that The Board of TTAIFA has approved a TTAIFA Members Group Insurance Plan for each member of the Association, so those who have not signed up for the plan to date, please contact our secretariat for more information today. TTAIFA is working assiduously to arrange additional Educational Courses to help with your continued Insurance Education and once we source and approve appropriate courses we will inform our membership.

The Board of TTAIFA would like to hear from you, so please write us, contact us or email us via the secretariat and we will respond promptly. Soon we will be relaunching our newly upgraded TTAIFA website and we will welcome your feedback. As we forge ahead as an organization and in our own jobs, let us strive to mentor and develop future leaders to enhance our insurance industry.

Thank you to all those involved in this organization. It is our strong members who help us achieve great things as an organization.

TTAIFA Awards 2015

TTAIFA's Awards ceremony took place on the 2nd July at the Radisson Hotel. On the TTAIFA's calendar, this event is the second most significant one after the CARAIFA Sales Congress which took place here in Trinidad on the 29th April. TTAIFA's North Chapter President and Awards Chairperson Mr. Finbar Garcia organized this Awards ceremony. It was their first major event since their revival and congratulations are extended to them for a job well done.

Three hundred and twenty five persons (325) attended this gala event. Once again the special awards held no surprises and we look forward next year to some new discoveries.

Awards Qualifiers 2015

AWARDS	Guardian Group	Maritime	Pan American	Sagicor	TATIL
National Sales Achievement	52	15	8	24	-
Ruby Production Awards	78	7	7	23	3
Diamond Seal Awards	69	5	8	18	2
Platinum Production Awards	36	-	4	7	1
Excalibur Achievement Awards	42	7	2	10	13
Centurion Awards	32	2	5	10	1
Activity Awards	11	2	5	-	-
MDRT Qualifiers	22	7	2	11	-
Silver Awards	-	9	-	-	-
Gold Awards	-	4	-	-	1
Diamond Awards	-	7	-	-	1
Platinum Awards	-	2	-	-	1
Excalibur Awards	-	7	-	-	2

Special Awards Winners 2015

AWARDS	Winner	Company
Student Of The Year	Nicole Butcher	Guardian Group
Top Activity Award	Donna Jobe	Pan American
Best All Round Agent Of The Year	Risha Baddaloo	Maritime
Rookie Of The Year	James Rose	Maritime
Top Producer - Male	Ian Williams	Maritime
Top Producer - Female	Trudy Pedro	TATIL
Top Producer General Insurance	Saad Baksh	Maritime
Unit Of The Year	Zobida Mathura	Guardian Group
Best All Round Agency	Dale Mcleod Branch	Guardian Group

TTAIFA *Back in the Loop*

TRINIDAD AND TOBAGO ASSOCIATION OF
INSURANCE AND FINANCIAL ADVISORS

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TTAIFA Awards 2015

Enjoy below some of our memories:



Past Events

East Chapter - Liming with the Stars

Liming with the Stars is an annual event where advisors get together for a fun filled evening of card games, karaoke, tasty titbits and enjoyable music. It is also a time to share opinions on events and new developments.



East Chapter - Going Green

Going Green is also an annual event and visitors to the Trincity Mall look forward to receiving free seedlings for their kitchen garden. This event never ran its scheduled duration. The demand for the seedlings has grown over the years and patrons quickly scoop up the entire supply.



South Chapter - MDRT Mentoring

The South Chapter normally hosts MDRT every two years. This year MDRT Mentoring was organized for the first time and was a success. There were four speakers and approximately 100 advisors in attendance.



Upcoming Events

South Chapter - Post Budget Seminar

The South Chapter plans to make the Post Budget Seminar an annual event. It will be the third such event and five excellent speakers are scheduled to appear. *(Wednesday 7th October, 2015)*

East Chapter - Membership Meeting

Membership Meeting scheduled for November 20th, 2015 from 9:00 to 11:30 a.m. The feature speaker is Alfred Patrick and the title of his topic is: **"But, Seriously Now!"**

Upcoming Events

Day of Common Concern

On Saturday 31st October, all chapters will be engaged in celebrating the Day of Common Concern. Booths will be organized at Trincity, Long Circular and Gulf City Malls to highlight the importance of maintaining healthy life styles and provide some free testing to the public. This is an initiative of the CARAIFA Foundation whose objective is to promote kidney care throughout the region.

Understanding CE Credits

What is the CE Credit System?

As its name implies CE stands for Continuing Education. Credits or points will be given to persons after they have shown proof that they attended events which are regarded as educational and have been identified in the CARAIFA literature along with the number of points assigned.

Are the educational activities specified for our guidance?

Look in your Student Handbook, pages 31 and 32. Your Student Affairs Officer at TTAIFA can supply you with the necessary literature.

What happens if you don't acquire the stipulated amount?

A ninety (90) day grace will be given to make up any shortfalls. In the absence of that, there will be a revocation of the designation and the commencement of two years within which to make 30 CE Credits for the reinstatement of the designation. The designation will be reinstated at the time of completion, at any time during the two year period with the approval of the Education Management Council.

Is there any cost attached?

Applicants must pay US \$50 for CE Credits for each reporting period (24 months).

Who would be the persons attending the educational activities?

All persons who have earned the designations LUTCF, FSS and FSCP.

At what point do we start earning the points, how many are they and for how long will they stand?

The reporting period does NOT start until two years after the designation was completed. In the third year the process of acquiring 30 CE Credits must begin for a period of two years.

e.g. A student attaining designation in 2006 would have a two year period until December 31st 2008 after which the reporting period will begin - January 1, 2009 to December 31st, 2010.

Is there a form to complete, please describe the process.

There is a form that must be completed for every event attended. Be sure to sign at the bottom and have the course organizer affix his/her signature and the official stamp.

Education Update

The FSCP programme has replaced the LUTC and FSS, It comprises:

FA 201	<i>Techniques for Exploring Personal Markets</i>
FA 202	<i>Techniques for Meeting Clients Needs</i>
FA 257	<i>Essentials of Life Insurance Products</i>
FA261	<i>Foundations of Retirement Planning</i>
FA 262	<i>Foundations of Financial Planning - The Overview</i>
FA 263	<i>Foundations of Financial Planning - The Process</i>
FA 271	<i>Foundations of Estate Planning</i>
FP 99	<i>Online Certification Course</i>

As at the end of December 2015, several students will be ready to prepare for the FP 99 Certification Course. TTAIFA is organizing to conduct this training in January 2016. We would be contacting all students who have been successful in obtaining the above courses 201 -271 to register for the certification course. This group, if successful will be our first FSCP qualifiers.

Remember the Congress Mantra - “Without purpose we will not exist, purpose creates, defines, connects, guides and drives us”.

Wellness Corner - Focus on Lifestyle Diseases

Lifestyle Disease: Lifestyle diseases refer to diseases that result because of choices people make in their life. They include heart disease, and stroke; obesity and type 2 diabetes; and diseases associated with smoking and alcohol and drug abuse. Regular physical activity helps prevent obesity, heart disease, hypertension, diabetes, colon cancer, and premature mortality.

Causes: These diseases are mostly common where there are inclinations towards eating unhealthy foods, having a sedentary lifestyle and unhealthy habits like smoking and drinking alcohol. Common lifestyle diseases include heart disease, cancer, Alzheimer’s disease, asthma, chronic liver disease, COPD, diabetes, stroke and osteoporosis . The risk of developing these diseases depends on a lot of factors including the type of work you do, your work environment, physical activity and your susceptibility to stress. Other contributing factors include poor posture, kind of foods you eat and poor sleeping habits. The good news is that lifestyle diseases can be prevented by making simple changes in daily routine and following a healthier way of living. Few basic changes include quitting smoking, avoiding alcohol, having a balanced diet that includes fresh vegetables and fruits, regular physical activity and leading a stress-free life.

Watch Your Girth!!!



Consume less meat, dairy products, vegetable oils, sugary foods, and alcoholic beverages. Sedentary lifestyles lead to greater rates of obesity. Rates of colorectal cancer, breast cancer, prostate cancer, endometrial cancer and lung cancer started increasing with the popularity of the above diets. People whose diets consists of low-sugar starchy foods with little meat or fat have lower rates of these cancers.

Economic Outlook

The Central Bank reported that the economy contracted by 2% in the first half of 2015. The energy sector, the propeller of growth in the economy, declined by 3.5%. Shortfalls in production and falling prices on the international market led to this decline. The non energy sector too followed this trend, declining by almost one percent in this period, with construction, distribution and manufacturing all losing momentum.

The 2015—2016 Budget will soon be read by a new government and one can be sure that belt tightening measures will be introduced to address the declining trend. The series of budget deficits over the past years have drawn the attention of economic luminaries and all eyes will be on the numbers of the Minister of Finance. What oil price will be used to estimate revenues, what other revenue earning measures will be introduced, how significant will be expenditure cuts and how will they be distributed. These are just a few of the questions waiting to be answered. Nevertheless, we acknowledge that the capability to regulate our economic affairs is not lacking.

Selected Economic Indicators January - June 2015

Overall Growth	-3.5%
Headline Inflation	4.0%
Core Inflation	1.5%
Food Inflation	8.5%
Median Commercial Bank Prime Lending Rate	8.5%
Repo Rate	4.55%

THANK YOU FOR READING!
Feel Free to send us your comments!