TRINIDAD AND TOBAGO ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

ANNUAL REPORT 2021

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TTAIFA PLEDGE

As a member of the Trinidad and Tobago Association of insurance and financial advisers.

I pledge to place the interest of my clients and policy-holders above my own; and ensure that any advice I tender them will be without bias or regards for my own personal advantage.

To respect the confidence of any clients and prospects and carefully guard any information which becomes known to me concerning their personal affairs.

To refrain from making statements of a misleading or derogatory nature which might cause the public to lose confidence in any Life Insurance company, its' polices, financial products or its agents under no circumstances to rebate or offer to rebate any part of a premium.

TTAIFA'S MISSION

WE EDUCATE OUR ADVISORS WITH KNOWLEDGE AND HOLISTIC DEVELOPMENT BY:

- **T** Transforming Advisors into Professionals and Prospects into Advocates
- **T** Technically Disseminating Information
- **A** Advocating Ethical and Best practices
- **I** Inspiring and Informing
- **F** Focusing on Building Family Financial Strength
- **A** Alliances (with regulators, for the benefit of financial advisors and the Industry)

TTAIFA'S VISION

To be the recognized Association for Professional Educational Development of Insurance and Financial Advisors for the benefit of the Insurance Industry and the citizenry of Trinidad and Tobago.

TTAIFA'S PURPOSE

"To Enrich T&T one family at a time by ensuring the long- term growth of our Industry".

TTAIFA EXECUTIVES 2019-2020

Mariana Galindo

President,

Mrs Mariana Galindo entered the insurance industry in 1995. She spent most of her years in Sagicor Life Inc (formerly Barbados Mutual Life Assurance Society).

She has received various company awards, including Production and Persistency Awards, attained in the categories Silver, Gold and Platinum for the years 1999, 2001, 2003, 2005, 2006, 2009 and 2012. She qualified for the Million Dollar Round Table in 2003- 2005. She served as president of the TTAIFA East Chapter from 2011 to 2013, and Secretary Treasurer in 2014.

Alicia Birch

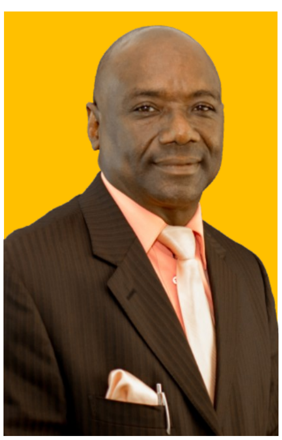
Vice President,

Pan American Life
Insurance Company

Gerald Cruickshank

Immediate Past President,

Pan American Life
Insurance Company



Terrance Williams

Secretary/Treasurer

Colfire Insurance Company

Marilyn Gittens-Oxley

Asst. Secretary/Treasurer

Sagicor Life Inc.

CHAPTER BOARD OF DIRECTORS 2019-2020

TTAIFA NORTH CHAPTER: BOARD MEMBERS 2019-2020

LOUIS MC MAYO

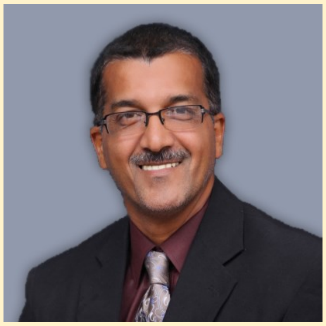
PRESIDENT

TATIL LIFE ASSURANCE

STEPHEN LEWIS

VICE PRESIDENT

GUARDIAN GROUP



FINBAR GARCIA

IMMEDIATE PAST PRESIDENT

GUARDIAN GROUP

CHRISTOPHER GOVIEA

SECRETARY/TREASURER

SAGICOR LIFE INC.

TTAIFA EAST CHAPTER: BOARD MEMBERS 2019-2020

DENISE STEEPLE

PRESIDENT

GUARDIAN GROUP

IRMA SANDFORD

VICE PRESIDENT

SAGICOR LIFE INC.

MARILYN GITTENS-OXLEY

IMMEDIATE PAST PRESIDENT

SAGICOR LIFE INC.

REISA MARK

SECRETARY/TREASURER

GUARDIAN GROUP

TTAIFA SOUTH CHAPTER: BOARD MEMBERS 2019-2020

LARRY TAI CHEW

PRESIDENT

GUARDIAN GROUP

RIA MURRAY-PAYNE

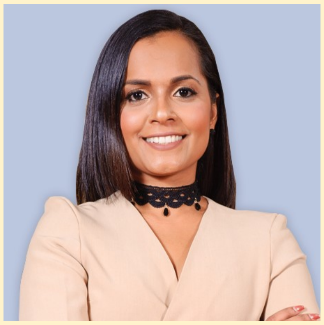
VICE PRESIDENT

GUARDIAN GROUP

WENDELL NOEL

IMMEDIATE PAST PRESIDENT

GUARDIAN GROUP



RISHA BADDALOO

SECRETARY/TREASURER

MARITIME FINANCIAL

TTAIFA MINUTES OF AGM 2019

Minutes of the Annual General Meeting of the Trinidad and Tobago Association of Insurance and Financial Advisors held on the 24th May, 2019.

CALL TO ORDER

The Chairperson, Mr. Terrance Williams, Secretary/ Treasurer of the National Board, called the meeting to order at 9:30 am.

NATIONAL ANTHEM, INVOCATION & PLEDGE

The National Anthem was sung by all. The Invocation was done by the South Chapter President Mr. Noel. The Pledge was recited by all.

OPENING REMARKS

The Chairperson welcomed the President, attendees, and members of the board, the education committee, the auditors and feature speaker Mr. Garth Thomas. The IPP, Mr. Gerald Cruikshank, was recognized as well as members of staff. He advised that the Vice President Mrs. Birch sent her apologies as she was under the weather. The theme of the meeting was "Transformation" and Mr. Williams spoke of the transformation TTAIFA had gone through via education, building structure, and the institution in its entirety.

STANDING ORDER

The Standing Order was taken as read - Cell phones were to be switched off or placed on silent.

MINUTES OF 2018 AGM

The Minutes were taken as read and confirmed by Mr. Mc Mayo of TATIL Life Assurance and seconded by Mr. Garfield Clouden of Pan American Life. There were no errors or omissions.

FEATURE SPEAKER

The feature speaker, Mr. Garth Thomas, was introduced by the chairperson Mr. Williams and his bio was read. Mr. Thomas gave a great presentation keeping in line with the Transformation theme. The major takeaways from his presentation were that you need to transform your mind-set if you are serious about taking your performance to the next level. A programme needs to be developed to change your mind-set over a period of time. He noted that advertisement is powerful, once it is not offensive. It is a gentle breeze that you are subjected to 24/7. You must become your own programmer because no one else is trying to mould your mind in the direction that you want it. If you are not happy with the destiny then you must re-programme because this will then bring about real transformation. There is power in consistency and transformation is possible, transformation is necessary, and it is the only way forward.

PRESIDENT'S REPORT

The Chairperson introduced Mrs. Mariana Galindo and gave a brief introduction. The President welcomed all in attendance and gave a comprehensive report on behalf of TTAIFA's Board of Directors on the major activities and accomplishments for the period 2018-2019. The Report addressed:

- Management of TTAIFA – The vision and mission statement were redone, there was constitutional overview, and as well as strategic plans for the association. We continue to receive support from all the various insurance companies and it is truly welcoming.
- Chapter Activities – There has been increased activity in all the chapters over the period which is a step in the right direction. Some of the activities were signature events which are usually looked forward to by agents and the wider community where it is held.
- Education – Enrolment for 2018 was 381 with semester 3 being the lowest period in comparison to 2017. We do foresee an increase in enrolment, however, with the introduction of the Insurance Act 2018 Bill which was assented to by Parliament June 2018. Our education management continues to achieve their mandate increasing our educational packages through short programmes degree programs.
- Marketing and Promotions – TTAIFA celebrated Life Insurance Awareness Month which is globally recognized in the month of September for the first time in 2018. This was advertised on numerous platforms and a press conference was held in celebration. We are now in the age of social media and statistics were given to show the age group of our viewers. The "In the Loop" quarterly newsletter is published to inspire and motivate advisors, and also features TTAIFA's President's quote of the week.
- CARAIFA Congress 2020 – TTAIFA was asked to host CARAIFA Congress 2020 and planning meetings have begun.
- TTAIFA Activities – TTAIFA awards 2018 recap, Day of Common Concern 2018 recap, and attending companies' blast off January/February 2019.

Mrs. Galindo concluded that TTAIFA has had a busy 2018 into the beginning of 2019. We recognize we need to be mounted up and soar, for there is no better time than the present. It has been a journey, a very worthwhile one for our industry. Let us keep going. Let us remember why we started.

AUDITOR'S REPORT

The Auditor's Report as at December 31st 2018, prepared by S. Budhu and Associates, was read by Mr. Nerlin David, S. Budhu and Associates representative.

OPEN FLOOR FOR QUESTIONS

The floor was opened for questions.

QUESTION 1: Audience Member (Name Not Stated)

There was a decrease from 2017 to 2018 in investments. Did something significant take place in that period?

ANSWER 1: Mr. Terrance Williams

TTAIFA had to draw down on some funds which were used to keep the company afloat with mortgage and building expenses; such expenses did not exist before purchasing a building.

ADOPTION OF AUDITOR'S REPORT

The Auditor's Report was confirmed by Ms. Victoria Cummings of Pan American Life and seconded by Ms. Denise Steeple of Guardian Life of the Caribbean.

RE-INSTATEMENT OF AUDITORS

S. BUDHU & ASSOCIATES were re-instated for the period 2019 to 2020 by the votes of Ms. Joanne Fredrick of Guardian Life of the Caribbean and seconded by Mr. Larry Tai Chew also of Guardian Life of the Caribbean.

PRESENTATION OF RESOLUTIONS

Mr. Gerald Cruickshank (IPP) presented the resolutions for changes made to TTAIFA's constitution. He noted that after a retreat in 2018 with the board of directors we set out a path for TTAIFA for the next couple of years. There is a need for transformation and we have not had many changes over the years. Proposed amendments to be confirmed by the members at this Annual General Meeting are as followed:

Amendments to the TTAIFA Constitution

- Page 6, Section 6 – Classification of Members

  Delete subsection (i) exclusively or

- Page 10, Section 11 – Officers

  Add to subsection (1) The Education Chairperson

- Page 10, Section 12 – Duties of Officers

  End subsection (4) ...budget to the Board of Directors.

  Continue subsection (5) The Assistant Secretary Treasurer…

  Add a subsection (6) The Education Chairperson shall be a member of the Executive Committee and shall preside at the Education Management Committee and shall report to the Executive Committee on all matters of education which, in his opinion require its consideration. He shall present an annual report to the Board of Directors.

- Page 15, Section 15 – Board of Directors

  Add to subsection (1) The Education Chairperson

- Page 17, Section 16 – Executive Committee

  Add to subsection (1) The Education Chairperson

The further discussion, the board agreed to the resolutions and in order to continue with our plans, a one-year term extension for the period 2019 – 2020 we resolve that :

- Mr. Gerald Cruickshank remain as the Immediate Past President for one year extension
- Mrs. Mariana Galindo remain as President for one year extension
- Mrs. Alicia Birch remain as Vice President for one year extension
- Mr. Terrance Williams remain as Secretary/Treasurer for one year extension
- Mr. Wendell Noel who has given us yeoman service will be contacted for his expertise for the period

OPEN FLOOR FOR QUESTIONS

The floor was opened for questions.

QUESTION 1: Audience Member (Name Not Stated)

What was the thought process behind the new Education Chairperson, can the Assistant Secretary/Treasurer take the portfolio?

ANSWER 1: Mr. Terrance Williams

This was done due to the fact that the Assistant Secretary/Treasurer is on hold term for one year. For that period, it is the training wheels to come on to the executive board. We wanted to ensure that in addition to the responsibility we give that person, we would give the Awards Chairperson that role to see how they perform. The education chair/personnel is not a member of the executive but has an education management committee which provides a report to the board. We want to make an adjustment now that the Education Chairperson (keeping in line with CARAIFA) is now given more prominence.

NSTALLATION OF 2019-2021 BOARD OF DIRECTORS

Installation done by Ms. Pamela Solano. Ms. Solano stated that she would like to see the younger persons come forward to support the association; not dismissing the older persons supporting. Their roles were read and all that were sworn in reiterated the installation statement.

National Board Executives (2019–2021)

Mariana Galindo – President
Alicia Birch – Vice President
Gerald Cruickshank – Immediate Past President
Terrance Williams – Secretary/Treasurer
Marilyn Gittens-Oxley – Assistant Secretary/Treasurer

South Chapter Representatives

Larry Tai Chew – Chapter President
Ria Murray-Payne – Chapter Vice President
Risha Baddaloo – Chapter Secretary/Treasurer
Shazahra Khan – Assistant Secretary/Treasurer

Directors: Joanne Baptiste, Soodie Jaikaran, Gail Ann Merick, Trudy Pedro

East Chapter Representatives

Denise Steeple – East Chapter President
Irma Stanford – East Chapter Vice President
Reisa Mark – East Chapter Secretary/Treasurer
Lisa Sidney – Assistant Secretary/Treasurer

Directors: Kathy Ann Kharim, Kaelan Ferreira, June Noel Lezama, Lashley Butcher, Debra Pierre-Daniel

North Chapter Representatives

Louis Mc Mayo – Chapter President
Stephen Lewis – Chapter Vice President
Christopher Gouveia – Chapter Secretary/Treasurer
Dominic Romain – Assistant Secretary/Treasurer

Directors: David Stephens, Michelle Clarke, Mikel Granderson, Peaches Simmonds, Avalon Dhanraj

ADOPTION OF RESOLUTIONS

A vote was taken and the resolutions were agreed to. The motion for the changes were moved.

Entertainment: Spoken word by Mr. Riquen Allen of Sagicor Life Inc.

OTHER BUSINESS

Mr. Williams gave special thanks to a few persons in attendance: A token of appreciation was given to Mr. Allen for his Spoken Word contribution; the Congress chairperson, Mr. Dass, was recognized for his commitment; Mr. Mc Mayo for his technical services, and to programme organizer Mr. Gouveia who gave a few words on the upcoming Congress hosted by TTAIFA. The Education Chair, Mrs. Collen Arneaud, was presented with a token of appreciation by Mrs. Mariana Galindo; Mr. Andrew Bates was also given a token of appreciation by Mrs. Mariana Galindo for his long standing contributions; Mrs. Mariana Galindo presented a token of appreciation to Mr. Fitzroy Jackman for his dedication and service over the years. Mr. Jackman will be coming off of the South Chapter board but will be there to serve in other capacities where needed. Mrs. Galindo reflected on his humour and contributions and wished him the best in his future endeavours. Thanks was also given to TTAIFA staff and Board of Directors, feature speaker, and all those in attendance.

BOARD OF DIRECTORS' REPORT

Members of the head table; Master of Ceremonies; Mr. Andrew Bates, Vice President; Mrs. Alicia Birch, Immediate Past President; Mr. Gerald Cruickshank, Secretary/Treasurer; Mr. Terrance Williams, TTAIFA's Executive and Board members, Hall of Famer and Past President of TTAIFA; Mrs. Pamela Solano, members on our virtual platform; Company Executives, fellow Insurance Agents, specially invited guests, good morning.

"Any change, even a change for the better, is always accompanied by discomforts." - By Arnold Bennett

TTAIFA'S MANAGEMENT

The world as we knew it has changed, and with that change we have had to go through discomforts. However, with ample preparation and anticipation, we can decrease unfavourable outcomes. We at TTAIFA were aware that the New Insurance Act will see many changes in our industry. There would be new ways of operating. What was known to be the norm for an Agent or Sales Representative, will now have to take on a different approach. For a few years now TTAIFA's main focus was ensuring that our Agents and Sales Representatives were ready for this new change.

Increased structures and systems would be put in place to ensure effective and efficient learning to acquire Continuing Professional Development points for all. Based on our retreat back in 2018 our Vision and Mission statements having been redone, constitutional overview, along with strategic plans for the Association - I dare say we were ready.

The global pandemic, however, compounded this situation and forced us to adjust our sails as we were now in for a discomfort in the world operation and the way of doing business; such as, lockdowns, boarder closure, cessation of leisure travel, social distancing, and the implementation of hand washing and face masks. Consequently, we entered an enhanced digital world, whether young or young at heart, we all had to become technically savvy to operate in this new normal.

The world was not ready for the discomfort we were to experience in 2020. Whilst the world may not have been one hundred percent prepared, the support mechanisms were in place, some had to dig deep, some deeper than others. In this regard, a decision had to be made; either one chooses to not to Adapt and Die or choose to Adapt and Thrive, and further Adapt and Fly.

John F. Kennedy said, "The Chinese use two brush strokes to write the word 'crisis'. One brush stroke stands for danger: the other for opportunity. In a crisis, be aware of the danger-but recognize the opportunity."

TTAIFA chose to adapt to the point of flight, we got into full gear to ensure sustained growth and development of our industry in this new environment. We recognized the opportunity.

TTAIFA ACTIVITIES

During this period the Board of Directors, Education Management Committee and the Secretariat were able to creatively change the way we do business. We have now shifted all our workshops and seminars, including most of our classes to online platforms, as we continue to grapple with the new norm due to COVID-19.

The 'Signature events' continued in 2019. However, in 2020, most of the events had to be cancelled since we were in lock down and had to maintain the social guidelines and protocols. TTAIFA was in full throttle to give the best CARAIFA Congress in 2020 - that too had to be cancelled with due refunds to registrants

EDUCATION

The Education Management Committee, chaired by Mr. Gerald Cruickshank, comprises of seven other Advisors and the President, who meet regularly to review and address our members' Professional Development & Educational needs. We are in the process of creating a new program for our local market, which can take years to fully develop. During this period our moderators were recertified. We have also decided to do random visits to classes for our quality control purposes. The committee also successfully managed to change the way TTAIFA delivers its courses. We are pleased to report, that with approval from the Accreditation Council of Trinidad and Tobago; ACTT, we have since moved classes out of our physical classrooms to online. This also includes seminars and workshops being done with proper guidelines and procedures.

ENROLMENT

Student Enrolment for 2019 was 334 for the year, a slight decrease compared to 2018 which had 381 enrolled. For 2020 semester 1 student enrolment was 94 with physical classes, whilst Semester 2 had to be cancelled at the start of the pandemic lockdown restrictions. Semester 3 classes were conducted virtually, which had 124 students enrolled.

TABLE 1. STUDENT ENROLMENT 2018 - 2020

COURSES	2018 SEM 1	2018 SEM 2	2018 SEM 3	2019 SEM 1	2019 SEM 2	2019 SEM 3	2020 SEM 1	2020 SEM 2	2020 SEM 3
FA 201	31	33	14	24	19	9	25	-	41
FA 202	24	16	8	19	18	9	10	-	14
FA 251	26	13	19	12	21	15	6	-	23
FA 257	23	20	22	25	9	12	22	-	7
FA 261	19	11	8	7	15	-	10	-	19
FA 290	5	7	5	5	12	5	7	-	8
FA 271	15	14	5	16	14	7	4	-	5
FP 99	17	14	12	26	27	8	6	-	7
FA 200	-	-	-	-	-	-	4	-	-
TOTAL	**160**	**128**	**93**	**134**	**135**	**65**	**94**	**0**	**124**

RESULTS

Our pass rates have improved continuously. Our goal is to attain a pass rate above 70% in each of our courses. As the table indicates, we got quite close to this goal in 2018. However, we must overcome our challenge with FA 201 (Exploring Personal Markets) where results are below the expected standard. These students are all recruits to the industry usually within their first 18 months in the business and they normally take time to re-acclimatize to the tertiary environment whilst meeting their company's quotas, so we continue to work with the companies to help get them on the right track with their professional development.

TABLE 2. EXAM PASS RATES FOR THE LAST FOUR YEARS

	FA	FA	FA	FA	FA	FA	FA	FP	FA
SEMESTER 1 (2017)	75	100	75	76	66	100	100	58	-
SEMESTER 2 (2017)	68	100	85	91	100	100	100	100	-
SEMESTER 3 (2017)	44	100	63	100	-	100	100	54	100
80% PASS RATE FOR 2017									

	FA	FA	FA	FA	FA	FA	FA	FP	FA
SEMESTER 1 (2018)	79	92	92	89	86	50	94	100	-
SEMESTER 2 (2018)	61	93	90	100	44	29	83	100	-
SEMESTER 3 (2018)	92	100	76	91	81	100	100	100	-
84% PASS RATE FOR 2018									

	FA	FA	FA	FA	FA	FA	FA	FP	FA
SEMESTER 1 (2019)	73	94	80	96	57	60	100	100	-
SEMESTER 2 (2019)	42	100	68	88	92	58	100	100	-
SEMESTER 3 (2019)	100	100	93	75	-	60	100	100	-
84% PASS RATE FOR 2019									

	FA	FA	FA	FA	FA	FA	FA	FP	FA
SEMESTER 1 (2020)	84	80	66	86	70	71	100	100	100
SEMESTER 2 (2020)	-	-	-	-	-	-	-	-	-
SEMESTER 3 (2020)	81	100	82	71	95	75	100	100	
88% PASS RATE FOR 2020									

ACHIEVEMENTS

Approvals for the transition to online classes for our **Financial Services Certified Professional (FSCP)** was given by both the Accreditation Council of Trinidad & Tobago (ACTT) and the Caribbean Association of Insurance & Financial Advisors (CARAIFA). As well as approval from the Life Insurance Marketing & Research Association (LIMRA) for the **Agency Management Training (AMTC)** programme.

With the postponement of Semester 2 TTAIFA's Secretariat had to adjust by manually transferring workbooks for the eight FSCP modules to softcopies since could have been sourced, in order to conduct class online in time for Semester 3, September 2020. This initiative aimed for students to submit their projects, complete their quizzes online, and meet all requirements in preparation for the November 2020 examinations.

Two Agency Management Training Course (AMTC) classes commenced in January and June 2020, respectively. The 1st class began January 23rd and ended in September 2020, with the first thirteen (13) sessions being conducted face-to-face, while due to the covid-19 pandemic restriction, six sessions were done virtually. This class ended with the last five (5) classes as face-to-face sessions after the restriction was lifted. The 2nd AMTC class which comprised eight (8) students commenced and ended in December 2020. The 2020 AMTC graduates will be 21 Unit Sales Managers from various companies such as Guardian Life, Sagicor Life, Maritime and TATIL Life Assurance.

Moderators Succession Planning - Plans were set in place to have the newly certified moderators sit in virtually with an experienced moderator over a semester before approval is given to conduct their own virtual classes which will still be observed by a senior moderator. We have now re-certified twenty-nine (29) moderators. We have also trained and certified fifteen (15), new moderators, in November 2019.

Random Visits - Visits to classes by the Education Chair and senior members of the Education Management Committee continue in-order to keep our quality assurance in place with all classes in accordance with required standards. Presently these evaluations are being done virtually.

TTAIFA WORKSHOPS AND SEMINARS

In the first quarter of 2020, two (2) In-House Professional Development workshops were conducted before the stay-at-home restrictions.

Public Speaking/Toastmasters workshop a five (5) session workshop commenced in February 2020 and ended in March 2020. These three-hour sessions incorporated Techniques of Prospecting & effective communication.

Additionally, six (6) virtual workshops were done during the period August 5th - 28th August 2020, where participants earned 1.5 Continued Education (CE) credits for this three-hour session.

Workshops included:

- **Growing with Group Insurance** - presented by Mr. Andrew Bates, a train, the trainer moderator.
- **Covid-19 Success and MDRT** - a panel discussion with five (5) top industry producers.
- **How much is Enough?** – presented by Carlyle Fletcher, an MDRT 2019 annual meeting presenter.
- **Wills & Trusts** – an interactive session with Attorney at law, Mrs. Beverly Samuel.
- **Effective Communication** - with an industry stalwart Mr. Garth Thomas
- **Virtual Social Media** - with Digital Anthropologist, Mr. Daren Dhoray

TTAIFA WORKSHOPS AND SEMINARS (CONT.)

Approximately eighty (80) advisors from different companies logged on to each of these three-hour sessions, they gave great feedback and all said they enjoyed each session and gained valuable knowledge that they would implement immediately to improve their service to clients and their performance in these unprecedented times.

National Insurance System (NIS) Seminar

This facilitator Mr. Radesh Bassant - Public Relations Officer, Education of Corporate Communications department of NIB conducted a virtual two day six hours workshops were held on the 16th - 17th, September which gave members in-dept information that covered the eight benefits of the National Insurance System. to enlighten advisors on its shortfalls, three (3) CE credits were given for participation at this seminar.

Social Media – Digital Marketing

Coming out of the August session with Mr. Daren Dhoray Digital Anthropologist, some participants were willing to partake in his in-depth two-day workshop, on 15th and 16th October 2020. These participants were able to gain more understand and hand-on experience on building their own Ads on social media, creating of professional images for social, building lead generation forms, setting up email campaigns, running Ads on google, plus managing multiple social and media platforms.

Post Budget Discussion

Our 5th Annual Post Budget Seminar was held on October 7th, 2020 and we're pleased to report that it was a virtual online seminar that was hosted by the South Chapter and was very well attended.

The Panelists were:

- Dr. Marlene Attzs - Economist
- Dr. Roger Hosein - Economist
- Mr. Prakash Ramlakhan - UWI Lecturer in Business Studies.

TTAIFA continued to assist our members with additional virtual workshops that add value to their production performance in the last quarter of 2020.

TTAIFA GRADUATION

TTAIFA's second annual graduation, themed "Bringing Value Through Education" was held on Saturday 26th October 2019 and recognized seven AMTC graduates and forty-two (42) FSCP graduates for 2018, a special token of achievements were awarded to the valedictorian of the AMTC class student Mikel Granderson of Sagicor Financial Inc. and the valedictorian of the FSCP class Nirmala Krishnanan of Guardian Life of the Caribbean. Special awards were also given to moderators in recognition of their service in the industry.

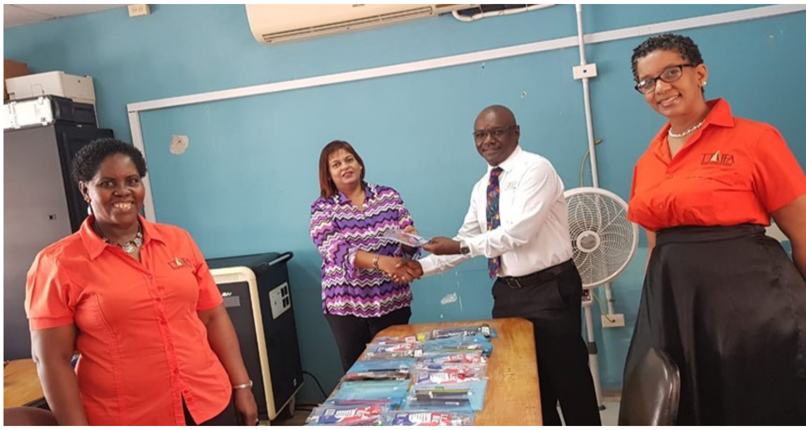
TTAIFA's third annual graduation for fifty-two (52) FSCP graduates for the period 2019 was carded for Saturday 10th October 2020 but unfortunately had to be cancelled. The Association decided to recognize the achievement of all of our Graduates in the industry, through an advertisement in the Guardian Daily Newspapers on September 23rd, 2020 as well as acknowledgment in the TTAIFA first virtual awards.

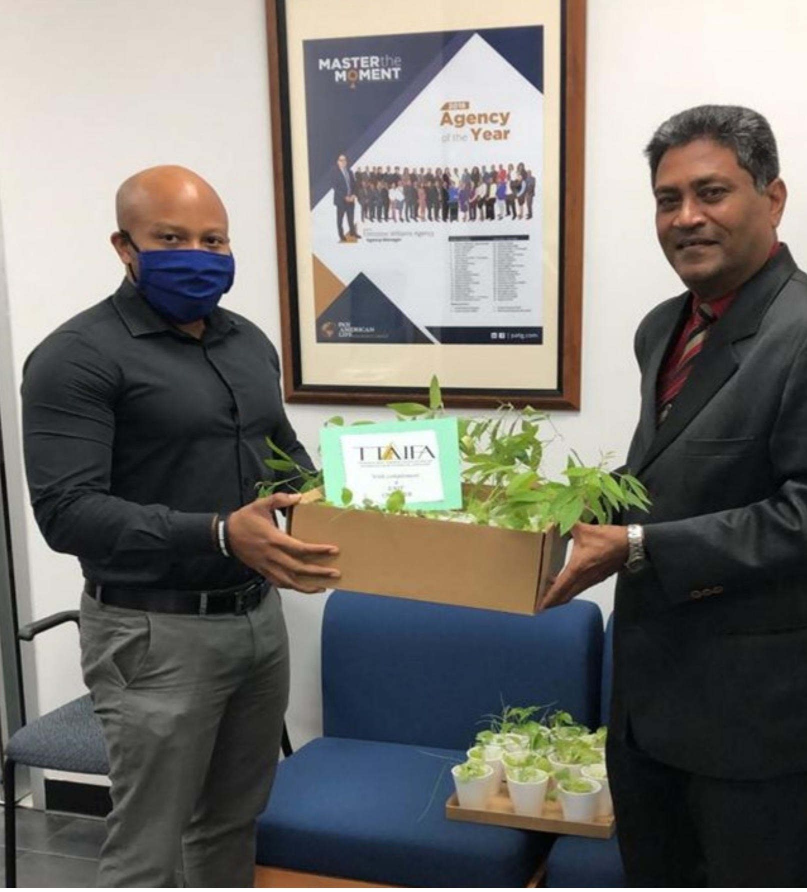
SOCIAL RESPONSIBILITY

Our annual SEA Kit donation was only delayed by the change of the examination, however,

TTAIFA's East Chapter was able to deliver 73 kits which include, pen, pencil, rulers, sharpener and eraser to the children who were most in need, 42 at the Bon-Air Government Primary School and 30 at the Maloney Government Primary School.

Presentation to Bon-Air Government Primary Principal Ms. Sita Nanga.





SOCIAL RESPONSIBILITY (CONT.)

The **Going Green** initiative which would have been done at Trincity Mall annually in the month of July was distributed to Agents in the Insurance Companies in the East, from Barataria to Arima. Vegetables and fruits seedlings were given to clients that visited these branches on June 26th, 2020.

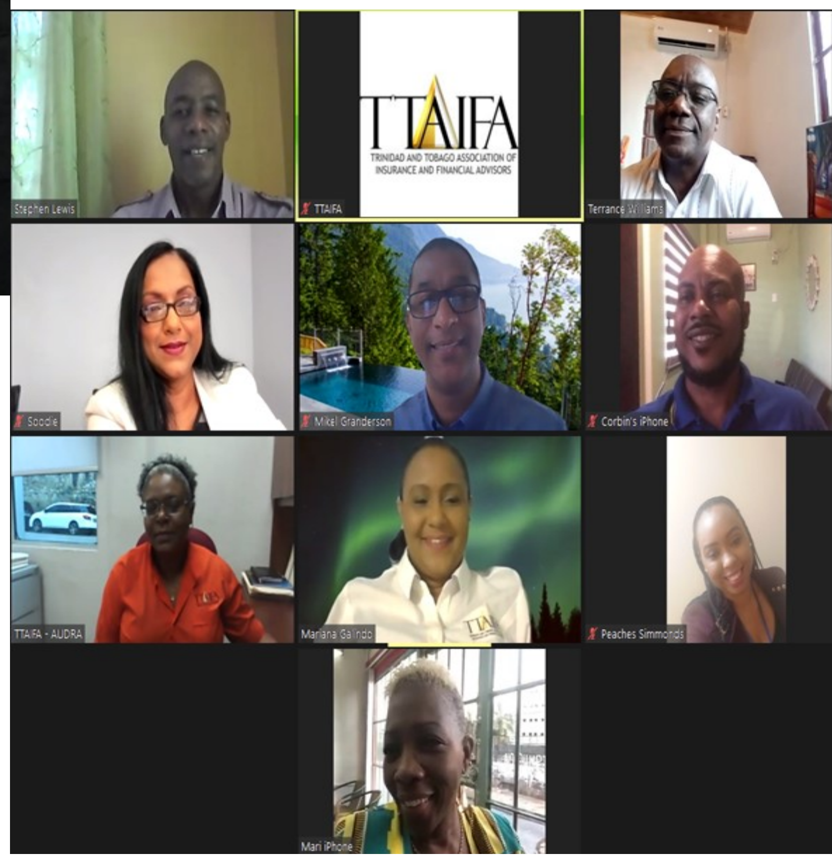
Insurance Month - The month of September has been designated Life Insurance Awareness Month Globally for the past five decades. TTAIFA for the 3rd year continues to do our part to help educate clients and the public on the Importance of Life Insurance for themselves and their family’s financial future. In September 2020 advertisements were done via newspapers and television.

TTAIFA Life Insurance Awareness Month Promo Video:

- *Click to View:* https://youtu.be/p4PN_ALfWuY

TTAIFA ANNUAL INDUSTRY AWARDS

The awards committee rose to the occasion as TTAIFA hosted its first virtual awards which was well received. The Production/General awards aired from the 12th October to 16th October 2020 and the Special Awards aired on the 18th October 2020. In spite of all the restrictions Covid-19 caused, TTAIFA took pleasure in putting together a quality virtual awards “Honouring Industry Luminaries”. Below is a photo of the team in one of many Zoom meetings.



Here are the YouTube links to view awards:

- Production/General Awards:
  https://youtu.be/FChswLt4ePo
- Special Awards:
  https://youtu.be/gm9uf1pYgVs

THE INSURANCE ACT

The Executives of TTAIFA were fully engaged in highly sensitive meetings with Central Bank of Trinidad and Tobago and the Trinidad and Tobago Insurance Institute; TTII, along with the other industry intermediaries; such as, IBATT; the Insurance Brokers Association of Trinidad and Tobago, and ACCLA; Association for the Caribbean Commonwealth Loss Adjusters. It is noteworthy, that we have been in meetings for years, hence the third year of Executives remaining in their positions at the AGM in 2019. Discussions on the Insurance Act has been quite extensive, exploring the various situations and circumstances, to bring out the professionalism of this insurance industry, which significantly contributes to our country's Gross Domestic Product, GDP.

The Insurance Act finally came into effect on January 1st 2021. It is was only after this proclamation that the Central Bank of Trinidad and Tobago could have held strategic meetings with the various Intermediaries and Insurance Companies. These meetings gave needed clarification to the Act, regarding the new systems and structures for the Insurance Companies, its Agents, Sales Representatives, Brokers and Adjusters. The Act seeks to ensure that those who are licensed to transact Insurance Business, do so with the utmost professionalism and are Fit and Proper to operate. It protects the Insurance Company, the Intermediary and the client - once everyone adheres to its guidelines. As long as, we operate ethically, we have nothing to be concerned about. What is ethical operation, one might ask? Sign up and log on to our upcoming session and you will see why it is mandated to have 4 CPD Hours in Ethics.

CONCLUSION

As it stands, TTAIFA continues to do our part to assist in the professional development of all our members. Our goal is to ensure that all our professionals are empowered to provide sound financial advice to every single prospect and or client/policyholder or business owner. They must acquire the requisite Continued Education Credit, as well as Continuing Professional Development (CPD) hours to maintain their designations, and have their licenses renewed in a timely and efficient manner.

When I took the reins of leadership of TTAIFA in May 2017, my theme was 'Service'. I just wanted to bring a level of service to the industry. I never envisioned my Presidential tenure extending over four years. It was just for me to take the baton, run my leg of the race, and hand over, as our previous Presidents have done. They ran their race, and they ran it very well. It was simply for me to build upon the work started by my predecessors. However, I am very thankful for the opportunity to serve for this extended period. It was a truly a humbling experience. As I have always said, this could not have been accomplished without the help of a well-organized team.

I take this opportunity to give my heartfelt thanks to the fully trained and well-equipped staff of TTAIFA:
Office Manager and Accounts Officer; Mrs. Audra Spence, Administrative Coordinator; Atiya Edmond, Education Officer; Leiselle Ann Borel, ICT Coordinator; Darnelle Lovelace, Data Entry Clerk; Kimberley Hunte, and Office Attendant; Cheryl Thomas-Castle.

To my Executive Board: Vice President; Mrs. Alicia Birch, Immediate Past President; Mr. Gerald Cruickshank, Secretary Treasurer; Mr. Terrance Williams, Assistant Secretary Treasurer; Mrs. Marilyn Gittens-Oxley. Thank you!

To my Board members and Chapter Directors, the Education Committee, the Moderators, the behind the scenes/undercover Senior Managers and Agents who give us your 'YES' and serve at a moment's notice, and you our Membership and Stakeholders, I just say,
Thank you! I appreciate all of you.

Let us continue to stand up for our industry, to work assiduously and serve in the way the bible says in 1 Peter 4:10 ***"As each has received a gift, use it to serve one another, as good stewards of God's varied grace."***

M. Galindo

Mariana Galindo
TTAIFA President

TTAIFA FINANCIALS 2020

S. Budhu & Associates
Chartered Certified Accountants

SB&A

Surindranath Budhu CA, FCCA

LP 433 Chase Village
Carapichaima
Trinidad & Tobago
West Indies
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INDEPENDENT AUDITOR'S REPORT

To the Members of The Trinidad and Tobago Association of Insurance and Financial Advisors (TTAIFA) Ltd

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of The Trinidad and Tobago Association of Insurance and Financial Advisors (TTAIFA) Ltd which comprises the Statement of Financial Position as at 31st December 2020 and the Statements of Comprehensive Income, Statement of Changes in Equity and Cash Flow Statement for the year then ended, and a summary of significant accounting policies and other explanatory notes as set out on pages 5 to 15.

In our opinion, the financial statements present fairly, in all material respects, the financial position of the company as at 31st December 2020 and the result of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards for SMEs.

Basis for opinion
We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Audit's responsibilities for the audit of the financial statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Trinidad and Tobago, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Management's responsibility for the Financial Statements:
Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards for Small and Medium-size Entities (IFRS for SMEs) and for such internal controls as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.
In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate or to cease operations, or has no realistic alternative but to do so.

Auditor's responsibility for the audit of the financial statements:
Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Audit - Accounting - Consulting - Tax Vat - Secretarial

TTAIFA FINANCIALS 2020

INDEPENDENT AUDITOR'S REPORT

To the Members of The Trinidad and Tobago Association of Insurance and Financial Advisors (TTAIFA) Ltd

Report on the Audit of the Financial Statements

(Continued)

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

S Budhu & Associates

S. BUDHU & ASSOCIATES
Chartered Accountants

Trinidad & Tobago

22nd April 2021.

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd

Statement of Financial Position

		As At 31st December	
		2020	**2019**
	Note	**$**	**$**
ASSETS			
Non-Current Assets			
Property, Plant and Equipment	**2**	3,877,177	4,035,981
Investments	**4**	144,562	161,200
Deferred Tax Asset	**8**	166,903	184,519
		4,188,642	**4,381,700**
Current Assets			
Cash and Cash Equivalents		1,700,887	462,595
Investments	**4**	317,245	316,339
Fixed Deposits	**5**	447,717	316,400
Trade Receivables and Prepayment		423,140	326,174
Prepaid Expenses-Congress 2020		-	532,661
Taxation Recoverable		1,992	4,413
Total Current Assets		**2,890,981**	**1,958,582**
Total Assets		**7,079,623**	**6,340,282**
EQUITY AND LIABILITIES			
Capital and Reserves			
Retained Earnings		3,009,185	2,993,744
Foundation Account		52,522	52,522
Fred Williams Fund		28,647	28,647
		3,090,354	**3,074,913**
Non -Current Liabilities			
Borrowings	**7**	2,299,420	2,449,872
Current Liabilities			
Accounts Payable and Accruals	**6**	239,660	590,476
Congress Advance Registration		1,293,621	70,541
Borrowings	**7**	154,141	139,657
Taxation Payable		2,427	14,823
		1,689,849	**815,497**
Total Equity and Liabilities		**7,079,623**	**6,340,282**

The Financial Statements were authorised for issue by the Directors on the 22nd April 2021.

Director: ____________ Director: ____________

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd

Statement of Comprehensive Income

	Note	Year Ended 31st December 2020 $	2019 $
Income			
Students Fees and Books		1,065,716	1,222,764
Membership Fees		983,697	1,104,800
Congress		94,594	302,638
Donations and Other Income		27,752	20,360
Awards		21,170	180,666
Investment and Interest Income		1,263	15,458
Gain on Revaluation of Investments		-	44,200
		2,194,192	**2,890,886**
Expenses			
Operating and Administration	**13**	1,025,788	1,182,092
Student Courses and Books		457,250	946,925
Awards Function		76,146	305,059
Depreciation	**2**	161,571	191,640
Congress		237,952	321,664
Marketing	**14**	14,475	6,761
		1,973,182	**2,954,141**
Operating Profit \ (Loss)		**221,010**	**(63,255)**
Finance Costs		168,205	184,115
Profit \ (Loss) before Taxation		**52,805**	**(247,370)**
Taxation	**9**	37,364	(33,569)
Net Profit \ (Loss)		**15,441**	**(213,801)**

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd

Statement of Changes in Equity

	Foundation Account	Fred Williams Fund $	Retained Earnings $	Total
Balance as at 31st December 2018	52,522	28,647	3,207,545	3,288,714
Net Loss	-	-	(213,801)	(213,801)
Balance as at 31st December 2019	**52,522**	**28,647**	**2,993,744**	**3,074,913**
Net Profit	-	-	15,441	15,441
Balance as at 31st December 2020	**52,522**	**28,647**	**3,009,185**	**3,090,354**

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd

Cash Flow Statement

	Year Ended 31st December 2020 $	2019 $
Cash flows from Operating Activities		
Operating Profit \ (Loss)	**221,010**	**(63,255)**
Adjustment to reconcile net profit to net cash from operating activities:		
Depreciation and disposal	161,571	191,640
Net Change in operating assets and liabilities	1,307,959	69,737
	1,690,540	**198,122**
Interest paid	(168,205)	(184,115)
Taxation paid	(29,723)	(26,717)
Net Cash Inflow \ (Outflow) from Operating Activities	**1,492,612**	**(12,710)**
Cash flows from Investing Activities		
Increase \ (Decrease) in Investments	(115,585)	59,805
Purchase of fixed assets	(2,767)	(6,531)
Net cash (Outflow) \ Inflow from Investing Activities	**(118,352)**	**53,274**
Cash flows from Financing Activities		
Decrease in Reserves	-	(166)
Loan Repayments	(135,968)	(152,153)
Net Cash Outflow from Financing Activities	**(135,968)**	**(152,319)**
Increase \ (Decrease) in Cash and Cash Equivalents	**1,238,292**	**(111,755)**
Cash and Cash Equivalents		
At start of year	462,595	574,350
At the end of year	**1,700,887**	**462,595**
Represented by:		
Cash and Cash equivalents	**1,700,887**	**462,595**

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd

Accounting Policies

The principal accounting policies adopted in the preparation of these financial statements are set out below:

1. Basis of Preparation

The financial statements are prepared under the historical cost convention and comply with International Financial Reporting Standards (IFRS) for Small and Medium -sized Entities approved in Trinidad and Tobago. These financial statements are expressed in Trinidad and Tobago Dollars

2. Foreign Currencies

Foreign currency transactions are accounted for at the exchange rates prevailing at the date of the transactions: gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies, are recognised in the Statement of Comprehensive Income. Such balances are translated at year-end exchange rates.

3. Financial Instruments

Financial instruments carried on the Statement of Financial Position include cash and bank balances, investments, receivables, trade creditors and borrowings. The particular recognition methods adopted are disclosed in the individual policy statements associated with each item.

4. Property, Plant and Equipment

Fixed Assets are stated at cost less accumulated depreciation. Depreciation is provided on the reducing balance basis, at the following rates designed to write off assets over their estimated useful lives.

Buildings	2%
Office Furniture and Equipment	20% -25%
Plant and Machinery	25%
Motor Vehicles	25%

No Depreciation is provided on land

The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, if there is an indication of a significant change since the last reporting date. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.
Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised in the Statement of Comprehensive Income.

Impairment of non-financial assets other than inventories

At each reporting date, property and equipment are reviewed to determine whether there is any indication that those assets have suffered an impairment loss. If there is an indication of possible impairment, the recoverable amount of any affected asset (or group of related assets) is estimated and compared with its carrying amount.
If the estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount and an impairment loss is recognised in the Statement of Comprehensive Income.

5. Cash and Cash Equivalents

For the purposes of the cash flow statement, cash and cash equivalents comprise cash in hand, deposits held at call with banks, and investments in money market instruments, net of bank overdraft.

6. Investments

Investments are stated at fair value. Changes in the fair values of investments are recognised as a gain or loss on investment and is included in the statement of comprehensive income.

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd

Accounting Policies

7. Current and Deferred Income Taxes

Current Income Tax

Current income tax liabilities and assets for the current and prior periods are measured at the amount expected to be paid to or recovered from the taxation authorities, using the tax rates and laws that have been enacted, or substantively enacted, by the reporting date.

Deferred Income Tax

Deferred income tax is provided, using the liability method, for all temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes. Currently enacted tax rates are used to determine deferred income tax.

Under this method the company is required to make provision for deferred income taxes on the revaluation of certain non-current assets and, in relation to an acquisition, on the difference between the fair values of the net assets acquired and their tax base.

The principal temporary differences arise from depreciation on property, plant and equipment, revaluation of certain non-current assets, provisions for pensions and other post retirement benefits and tax losses carried forward.

Deferred tax assets relating to the carry forward of unused tax losses are recognised to the extent that it is probable that future taxable profit will be available against which the unused tax losses can be utilised.

8. Revenue recognition

Sales are recognised upon delivery of products and customer acceptance, if any, net of sales taxes and discounts. Other revenues earned by the company are recognised on the following bases:

Other income - on an accrual basis in accordance with the substance of the relevant agreement.

Interest income - as it accrues unless collectability is in doubt.

9. Accounts Receivable

Accounts receivable are carried at anticipated realisable value. An estimate is made for doubtful receivables based on a review of all outstanding amounts at year end. Bad debts are written off during the year in which they are identified.

10. Trade Payables

Accounts payable are obligations on the basis of normal credit terms and do not bear interest.

11. Financial Risk Management

Financial Risk Factors

The company is exposed to interest rate risk, credit risk, liquidity risk, currency risk, operational risk, compliance risk and reputation risk arising from the financial instruments that it holds. The risk management policies employed by the company to manage these risks are discussed below:

Interest Rate Risk

Interest rate risk is the risk that the value of financial instruments will fluctuate due to changes in market interest rates. The Company's income and operating cash flows are substantially independent of changes in market interest rates as the Company has no significant interest bearing assets. The company is exposed to interest rate risk in relation to its current deposits. Borrowings issued at variable rates expose the company to cash flow interest rate risk. Borrowings issued at fixed rates exposed the Company to fair value interest rate risk. The company's management monitors the interest rate fluctuations on a continuous basis and acts accordingly.

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd

Accounting Policies

Credit Risk

Credit risk arises when a failure by counter parties to discharge their obligations could reduce the amount of future cash inflows from financial assets on hand at the reporting date. The company has no significant concentration of credit risk. The Company has policies in place to ensure that sales of goods are made to customers with an appropriate credit history and monitors on a continuous basis the ageing profile of its receivables. Cash balances are held with high credit quality financial institutions and the company has policies to limit the amount of exposure to any financial institution.

Liquidity Risk

Liquidity risk is the risk that arises when the maturity of assets and liabilities does not match. An unmatched position potentially enhances profitability, but can also increase the risk of losses. The Company has procedures with the object of minimising such losses such as maintaining sufficient cash and other highly liquid current assets and by having available an adequate amount of committed credit facilities.

Currency Risk

Currency risk is the risk that the value of financial instruments will fluctuate due to changes in foreign exchange rates. Currency risk arises when future commercial transactions and recognised assets and liabilities are denominated in a currency that is not the Company's measurement currency. The Company's management monitors the exchange rate fluctuations on a continuous basis and acts accordingly.

Operational Risk

Operational risk is the risk that derives from the deficiencies relating to the Company's information technology and control systems as well as the risk of human error and natural disasters. The Company's systems are evaluated, maintained and upgraded continuously.

Compliance Risk

Compliance risk is the risk of financial loss, including fines and other penalties, which arise from non-compliance with laws and regulations of the state. The risk is limited to a significant extent due to the supervision applied by the Compliance Office, as well as by the monitoring controls applied by the company.

Reputation Risk

The risk of loss of reputation arising from the negative publicity relating to the Company's operations (whether true or false) may result in a reduction of its clientele, reduction in revenue and legal cases against the Company. The Company applies procedures to minimize this risk.

12. Employee Retirement Arrangements

The Company contributes to individual pension plans for certain employees. The Company's Liability is limited to its contribution, which is accounted for on the accruals basis.

13. Comparative Information

Where necessary comparative figures have been adjusted to conform to changes in presentation in the current year. These changes have no effect on the results for the prior year.

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd
Notes to the Financial Statements

1. Incorporation and Principal Activity

The company was incorporated in the Republic of Trinidad and Tobago on 18th November 1987 and continued under the Comp Act of 1995 on the 27th September 2001. Its registered address is No. 129 Edward Street Port of Spain. Its principal activities a provide its members and other persons employed in the area of marketing insurance and financial services with knowledge and training through holistic development of programs through work shops and congress.

2. Property, Plant and Equipment

	Land	Buildings	Furniture, Fixtures and Computers	Office Equipment and Books	Total
	$	$	$	$	$
As At 31st December 2020					
Opening Net book Amount	220,560	3,447,724	241,290	126,407	4,035,981
Additions	-	-	600	2,167	2,767
Disposals	-	-	-	-	-
Depreciation Charge	-	(68,954)	(66,261)	(26,356)	(161,571)
Net Book Value	**220,560**	**3,378,770**	**175,629**	**102,218**	**3,877,177**
As At 31st December 2020					
Cost	220,560	3,916,550	862,431	452,940	5,452,481
Accumulated Depreciation	-	(537,780)	(686,802)	(350,722)	(1,575,304)
Net Book Value	**220,560**	**3,378,770**	**175,629**	**102,218**	**3,877,177**
As At 31st December 2019					
Opening Net book Amount	220,560	3,518,086	320,896	161,548	4,221,090
Additions	-	-	6,531	-	6,531
Disposal	-	-	-	-	-
Depreciation Charge	-	(70,362)	(86,137)	(35,141)	(191,640)
Net Book Value	**220,560**	**3,447,724**	**241,290**	**126,407**	**4,035,981**
As At 31st December 2019					
Cost	220,560	3,916,550	861,831	450,773	5,449,714
Accumulated Depreciation	-	(468,826)	(620,541)	(324,366)	(1,413,733)
Net Book Value	**220,560**	**3,447,724**	**241,290**	**126,407**	**4,035,981**

3. Share Capital

	As At 31st December 2020	2019
	$	$
Authorised		
50,000 ordinal shares of no par value		
Issued and fully paid		
No shares have been issued	-	-

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd
Notes to the Financial Statements

4. Investments- At Market Value

	Current Amount	Non Current Amount	As At 31st December 2020 $	2019 $
Guardian Group Trust Limited				
TTD Monthly Income Fund - 23,877 shares	239,720	-	239,720	238,765
Unit Trust Corporation of Trinidad and Tobago				
Growth and Income Fund	64,525	-	64,525	63,574
Government Bonds				
Government Bond- Zero Coupon Bonds	13,000	-	13,000	27,000
JMMB Securities (T&T) Limited				
Clico Investment Fund- 5,200 Shares	-	144,562	144,562	148,200
	317,245	144,562	461,807	477,539

The amounts represents financial assets measured at fair value at the reporting date.

5. Fixed Deposits

	As At 31st December 2020 $	2019 $
RBC Royal Bank (Trinidad & Tobago) Limited -0.6% Interest	37,378	37,378
Maritime Financial Group - 2.60% Interest	275,339	279,022
Sagicor Investments Trinidad and Tobago Limited	135,000	-
	447,717	316,400

6.Accounts Payable and Accruals

	As At 31st December 2020 $	2019 $
Accounts Payable-CARAIFA	203,771	536,686
Accrued Expenses	33,757	52,855
Statutory Deduction	1,934	935
	239,462	590,476

7. Borrowings and Bank Overdraft

	Current Portion $	Non Current Portion $	As At 31st December 2020 $	2019 $
Sagicor Life Inc.	154,141	2,299,420	2,453,561	2,589,529

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd

Notes to the Financial Statements

Loan Repayment:
The mortgage with Sagicor Life Inc is for a period of sixteen years with the first year being reserved for construction and repayable by interest only. After one year the loan is to be repaid over the remaining fifteen years by instalments of $25,262 at an annual interest rate of 6.5% for the first five years after which the rate would be reviewed.

The loan with Sagicor Life Inc is secured by:

1. A registered first demand mortgage stamped to cover advances of $2,900,000.

2. Fully comprehensive insurance over the property at #129 Edward Street, Port of Spain insured for the full replacement value of $3.1 million.

Bank Overdraft facility
The Overdraft facllity of $30,000 with RBC Royal Bank (Trinidad & Tobago) Limited is secured by a hypothecation of a certificate of deposit stamped to secure $30,000.

8. Deferred Tax Asset	**As At 31st December 2020 $**	**2019 $**
Opening amount	**(184,519)**	**(109,410)**
Credit to income tax	17,616	(75,109)
Closing Amount	**(166,903)**	**(184,519)**

9. Taxation	**Year Ended 31st December 2020 $**	**2019 $**
Current Tax Charge Comprises:		
Business Levy	13,165	16,865
Green Fund Levy	6,583	8,433
Prior Year Taxes	-	16,242
Deferred Tax	17,616	(75,109)
	37,364	**(33,569)**

The tax on profit before tax differs from the theoretical amount that would arise using the basic rate of tax as follows:

Profit \ (Loss) before Taxation	**52,805**	**(247,370)**
Tax calculated at 30%	15,842	(74,211)
Green Fund and Business Levy at 0.9% of revenues	19,748	25,620
Net effect of allowances and other charges	1,774	15,022
	37,364	**(33,569)**

10. Financial Instruments

(i) Credit Risk

The company has no significant concentration of credit risk

(ii) Fair Values

The carrying amount of the following financial assets and liabilities approximate to their value: cash, investments, receivables, payables, short term and long term borrowings.

TTAIFA FINANCIALS 2020

The Trinidad and Tobago Association of Insurance And Financial Advisors (TTAIFA) Ltd

Notes to the Financial Statements

11. Capital Commitments and Contingencies

The Company had no capital commitments at year end.

The Company had no material contingencies which could affect these statements at year end

12. Subsequent Events

There were no subsequent events which could materially affect the financial statements at year end.

	Year Ended 31st December	
	2020	**2019**
13. Operating and Administration	**$**	**$**
Salaries	393,420	410,078
Group and Health Plans	100,072	101,693
Executive Honorarium	62,320	59,400
Insurances	58,476	33,745
C.A.R.A.I.F.A - Fees	58,200	59,018
- Meetings	5,385	73,685
- Foundation	-	4,050
Car Park Rental	56,668	48,227
Office	53,227	56,173
Repairs and Maintenance	38,405	68,388
Insurance Month	28,657	24,835
Seminar and Convention	26,537	49,761
Penalty and Interest	25,615	-
Janitoral	23,100	37,700
Electricity	22,157	22,859
Staff Welfare	18,962	2,423
Telephone and Internet	14,571	14,794
Audit Fees	12,850	12,850
Security	7,914	7,263
Chapter	5,000	27,294
Uniforms	4,103	3,503
Meetings	4,053	25,615
Day of Common Concern	2,856	1,065
Legal and Professional Fees	1,500	1,560
Rates and Taxes	949	998
Travelling and Subsistence	791	612
M.D.R.T Expenses	-	24,005
Traning	-	4,464
Subscriptions and Donations	-	6,034
	1,025,788	**1,182,092**

14. Marketing		
Advertising	6,975	6,761
Entertainment	7,500	-
	14,475	**6,761**

TTAIFA MEMBERSHIP LISTING

- GUARDIAN GROUP -

ABENA DAVIS
ADELINE QUAMINA
ADELLE FUENTES-GHANNY
ADRIAN DIPCHAND
ADRIAN RAMDEO
AKAASH KALLADEEN
AKINI NICHOLAS
ALAFIA WHISKEY
ALAIN WRIGHT
ALANA KING
ALEEMA LEYYA MOHAMMED-ALI
ALLISENE TANNER
ALLYSON HUMPHREYS-MITCHELL
ALTHEA MARTINEZ
AMRALL ALI
AMY RAMSUBHAG
ANDEL GEORGE
ANDREW BOISSIERE
ANDY RAMLOCHAN
ANGINEE RAMBERAN
ANNE MARIE BOWRIN
ANTHONY CRICHLOW
ANTHONY DAVIS
ANTHONY O'BRIEN
ANTHONY TAITT
ANTONIO ARRA
ANUPA SIEWNARINE
ARLENE PAUL-GRIFFITH
ASHLEY SEEGOBIN
ASHTON MENZIES
ASHVIN AKAL
BASIL JOSEPH
BEVERLY ALI
BEVERLY RAMOUTAR
BIANCA HULL-NELSON
BRANDON KISSOON
BRENT JANKIE
BRENT ROMANO
CALVIN MENDEZ
CAMEILLA ALI
CANDICE ANDREWS
CANDY MOHAMMED
CARLYLE FLETCHER
CAROL CAVE
CATHERINE JARDIM
CHARLES BALGOBIN
CHE AFONG
CHERYL FORDE
CHERYL MOONAH
CHERYL-ANN DARABIE
CHOYLING GUERIN
CHRISTIAN MATHURA
CHRISTIAN SHIRAZ ALI
CHRISTINA SAMMY-CRAWFORD
CHRISTINE SAYNEY
CLAIRE WALCOTT
CLARENCIA AGUILLERA
CLEMENTINE JARDINE
CLINTON CORBIN
COLLEEN ARNEAUD
COLLEEN GREAVES
CRISHELL HUGGINS-ALEXANDER
CRYSTAL DJERF
CRYSTAL EDWIN
CRYSTAL RAMBISSOON
CRYSTON LEWIS
DALE MC LEOD
DALE RAMKISSOON
DANIA SANT
DANIELLE POUNDER
DARION SANKAR
DARRELL RAMPERSAD
DARREN BEPATH
DARREN DICKSON
DAVID BLANC
DAVID GORDON
DAVIKA RAMNARINE-RAGOO
DAYRON KHAN
DEBBIE HOSEIN-MOHAMMED
DELON RAMSUNDAR
DENILLE SEALY
DENISE RICHARDSON
DENISE STEEPLE
DEORANIE DOOKIE-KATWAROO
DERRICK WALLACE
DESMOND JESSOP
DEVIKA DASS
DEVINDRA NAJAB
DEVON ANDY JOSEPH
DEXTER GEORGE
DHALINA HEERAMAN
DIANNE MOHAMMED
DINESH MAHARAJ
DIXIE LEE AMOW
DOMINIC HARDING
DOMINIC ROMAIN
DON ALI
DUANE LEE

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DWINEL WARNER
EDWARD DUCHESNE
ELIZABETH SIRJU
ENA DALLSINGH
ESBERT JOSEPH
FAIZAL MOHAMMED
FELICIA AMOW-HOSEIN
FELIX MAHADEO
FIONA OUTRIDGE
FIZE MOHAMMED
GABRIELLE ADDLEY
GAIL SINGH
GAIL STEELE
GARRY ROOPCHAND
GARY SOOKDEO
GILLIAN BOATSWAIN-REID
GLEN REDHEAD
GREGG MANNETTE
GREGORY STONE
HARRILAL RAMJIT
HEATHER FERNANDO
HELEN FELICIAN
HILARY DANIEL-BROWN
HOSHAN SAWH
IAN MICHAEL COURNAND
IAN PANCHU
IAN WILLIAMS
INDRANI PERSAD
INDRANI SARASINGH
JACQUELINE FOURNILLIER
JAIME GARCIA
JAMEELA ALI
JANELLE FRANCIS
JANELLE WATTLEY
JANINE GUILLAUME
JASSODRA ALI
JAVID ALI
JAYA SANTANA
JAYSON FRASER
JEANINE LUCAS
JEFFREY MAZELY
JEFFREY WARD
JENEEN SALIM
JENNIFER GIRDHARIE
JERON HECKETT
JEROTH NICOME
JESSEL ALEXANDER
JESSIE PETERS
JOANNE ALLEN
JOSHUA RAJNAUTH
JOSIANNE BOVELL
JOVAN SEETAL
JOY RAMSEY-SINGH
JOY REID
JOY SAMMAH
JUAN ALLEYNE
JUDITH VIRE
JUNE DAVID
JUNE RODRIGUEZ-CYRUS
JUSTIN SEHEULT
KARAN RAMSUNDAR
KAREN MOHAMMED
KARISSA BAKSH
KARL CROOKS
KATHRYN JARDINE-WILLIAMS
KAVIANN ALEXIS
KAVITA NOOR
KAYODE MC SHINE
KEAN MOSES
KEHRON GRIFFITH
KELLY HARPER
KELLY-ANN JONES
KELVIN GOPAUL
KENDALL LOWHAR
KENNAICE BAIRD
KENT BAINEY
KEON ALEXIS
KERN RODRIGUEZ
KERRY LOVELACE
KERWYN RAMROACH
KEVIN SAHAI
KEVON BROWN
KHEMRAJ SEECHARAN
KIERN ALMARALES
KIMBERLY CHINIBASS
KIMBERLY RATTAN
KIMMIE PHILLIP
KRIS DEONANAN
KURLENE PRINCE-FRANCIS
KYLE EASTMAN
LARRY GOCOOL
LARRY SEBRO
LARRY TAI CHEW
LATOYA GREENE
LAURA BREWSTER-ISAAC
LAURA GUEVARA
LENA-ANNE MENTOR-CUDJOE
LENNARD GAY

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LESLEY PLAZA
LESLIE ANN CRICHLOW
LESTER ALLEYNE
LESTER CASSIMY
LILY MONIZ
LINCOLN RAMROOP
LINDA JOHN
LINDA TAMMY OTWAY
LISA POLLONAIS
LULLIANA RAGUNAN
LURTAN PATTERSON
LYNDON MC LEOD
MADIENNE MAHON
MAHLON HINDS
MAKESI JAMES
MARCEL BENNETT
MARCIA WONG
MARCUS LYNCH
MARIA BREWSTER
MARK LYNCH
MARK ROBERTS
MARK RODRIGUEZ
MARSHA LYONS
MARTHA GREAVES
MARTIN THOMAS
MAUREEN JOSEPH
MEERA PERSAD-KHAN
MEIGHAN PRITCHARD
MELISSA ROMANY
MERLENE ALEXANDER
MICHA JOSEPH
MICHAEL BALLOO
MICHELLE DE FREITAS
MICHELLE FOSTER
MICHELLE PERSAD
MIRANDA GIRDHARIE
MOHANIE RAMNARINE
MRINALINI SUPERSAD
MURIEL CHATTERGOON
MYLES ACHAT-ALI
NADIA LASHLEY
NADIA MAHABIR
NADIA TYNER
NADIYAH BAKSH
NAKASHA MARSHALL- RAMDHAN
NALINI SINANAN
NANDIE DA SILVA
NARISHA MANNETTE
NASHA ADHEEN
NATASHA BOISSON
NATASHA CHARLES
NATASHA GRANT-DANIEL
NATASHA SAKOOL
NAZIR MOHAMMED
NEIL MOHAMMED
NEIL RAMNANAN
NEIL RAMSINGH
NEKEISHA LEE
NERESSA AFFAN-BARTHOLOMEW
NESHA HEERALAL
NICHELLE EMMANUEL
NICHOL ALVES
NICHOLAS BALLADIN
NICHOLAS HARVEY
NICOLE BLAKE
NICOLE BUTCHER
NICOLE CARTER
NICOLE MOHAMMED
NICOLE VALERE-GRIMES
NIGEL GARDNER
NIGEL SOOKBIR
NIRMALA KRISHNANAN
PATRICIA ANN BISSOON MARAJ
PAULINE DOUGLAS
PAVITRA DOOKIE-POONRAM
PEACHES SIMMONDS
PEARL RAMSAROOP
PETAL PHILLIP
PHILLIP WILSON
PIERRE DE COTEAU
PRAIMA HOSAM
PREMATEE RAMSOOMAIR
PREMCHAND DOOKRAN
PREMDATH SEEGOLAM
PRUDENCE BAHAW
PYLAR SAMUEL
QUINCY TYNER
RACHEL ALI
RAJ MOHAN
RAJEEV GOBIN
RAJIN RAMKISSOON
RAJIV RAGOONANAN
RAMCHAND HOLASS
RAMIZ RAJACK
RAMLAL BASDEO
RAMLOCHAN BHAGWANDASS
RANDALL LYON

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RAPHAEL TEELUCK
RAY TUITT
RAYHAAN MOHAMMED
RENE MARTINEZ
RENE WANLISS
RENISON RAMKHELAWAN
RHEA RAMDEO
RIA MURRAY-PAYNE
RICARD SKERRITT
RICARDO SMITH
RICHARD DE FREITAS
RICKY RAMPERSAD
ROBERT BATES
ROBERT DYAL
ROGER BRUMANT
ROGER WEBSTER
ROMONA PAREJO-LORD
ROSLYN KELLER
ROXANNE NATASHA PACHECO-VELASCO
SABRINA RAMSARAN
SAMRAJ RAMDHANIE
SANDRA RAMJIT
SEAN DAVID
SELINA RAZACK
SHABANA JOHN
SHALIMA MAHADEO
SHALOM ALEXIS
SHARON LA FOND
SHAZAHRA KHAN
SHERRARD CHURCHE
SHERRINA SHANKLIN NABIJOHN
SHERWIN WONG
SHIRLENE GREAVES
SHIVAN MAHARAJ
SHIVANI TEWARI
STACEY PAUL
STEFAN LEWIS
STEVEN BLANC
SUDESHNA JADOO
SURESH BAAL
SUSAN THOMAS
SUSHILLA MC FARLANE
TARA LAL CHAN
TEREK HASSAN ALI
TESSA RAJACK
TORZA DAVIS
TOTARAM BENASRIE
TRISHANA SIRJU-ARJOON
TRISTA DES VIGNES
TRUDY CUFFIE-LUCAS
VERNELLE CUMBERBATCH
VICTORIA DIAZ
VIJANTIE RAMPERSAD
VIKARNO HUNTE
VIKASH DINDIAL
VILLANA HINDS
VISHNU GOWGEE
WAYNE BLACKMAN
WAYNE JORDAN
WENDELL NOEL
WILLIAM RODRIGUEZ
WILLIAM WILTSHIRE
YANNICK JIEOVANE ANTOINE
ZAMEER ALI
ZINA BOBB-VESPREY
ZOBIDA MATHURA
ZOLITA MOTILAL

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AKASH SOOKRAM
ALESTER BEHARRY
ALIAH AARON-LE GENDRE
ALICIA CARASQUERO
ALICIA FRANCOIS
ALLAN KERCELUS
ALLISTER CHARLES
ALYSSA BIRBAL
AMANDA MOOTOO ALI-MARK
AMANDA RILEY
AMANDA VIALVA
AMERY RAUSEO
AMINA ROLAND
ANA MOYA-GRANT
ANDRE KING
ANDREA ALI-BOUCAS
ANDREW ALLENG
ANDREW OHREE
ANDY RAGHUNANAN
ANGELINA BOWYER
ANJANIE BABWAH-SEEMUNGAL
ANN POWELL-POLLARD
ANNE LAMONT-CHARLES
ANSIL SHEPHERD
ANTHONY CLARKE
ANTHONY LEZAMA
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BALGOVIND INDAR LAL
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BASIL FRASER
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BERNADETTE KRETZSCHMAR
BERNARD KING
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BRANDON MOHAMMED
BRIAN DOOKERAN
CALISTON BRIDGEMOHAN
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CANDIDA JOSEPH
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CARLA JAMES-YOUNG
CARLOS NATHANIEL
CATHY REMY
CHAD BEST
CHANEL MUNROE
CHANELLE CHOONOOLAL
CHANOA PHAGOO
CHANTEL BRIDGELAL
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CHERYL ANN HUTCHINGS
CHERZERA DORSET
CHRISTIAN CARTER
CHRISTIAN CHARLES
CHRISTOPHER GOUVEIA
CHRISTOPHER MARAJ
CHRISTOPHER MONGROO
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DAMIAN CUFFY
DANICA PAUL
DANIELLA LOREILHE
DAVID BAIRD
DAVID LAWRENCE
DAVID NAMSOO
DAVID WEBSTER
DAXX ALVES
DAYNA VIEIRA
DEBORAH SEALEY
DEBRA DASS-JAIKARAN
DEBRA NANCOO
DEBRA PIERRE-DANIEL
DELANO RAUSEO
DENISE BOODOO
DENISHA SIMEON
DENNELL BREWSTER
DENZIL SUPERSAD
DEV LUM KIT
DEXTER AQUI
DIANA BRATHWAITHE
DILLON RAMPERSAD
DONALD ACHE
DYAL RAMCHARAN
ELISHA RAMDASS
ELNA DU BOIS
EMMA TAITT
ENRIQUE HUGGINS
EPHRAIM THOMPSON
EVANGELINE JORDAN
FENDII SUCRE
GALE DE SHONG
GARVIN GRANDERSON
GARY ALMANDOZ
GARY PERSAD

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GARY VIJAY LUBIN
GEETA CHAITLAL
GEMMA HOSEIN
GEMMA SAUNDERS
GENEVAH MITCHELL
GERSHOM THORNHILL
GERSHON MAURICE
GERVASE HANNAYS
GHANSHYAM RAMNARINE
GIA RAUSEO-SUITE
GISSELLE QUASHIE
GORDON THAVENOT
GREGORY FARFAN
GREGORY WHIBY
GURDA JOSEPH-BAPTISTE
HANIFFAR KHAN
HASHAMEEN MOHAMMED
HAZEL JACKSON
HEATHER CARR
HEIDI FARFAN
HENRY HARRY
IAN STONE
INGRID BUFFONG
IRMA STANFORD
ISHAQ ALPHONSE
JACINTO MARTINEZ
JACQUELINE POLLONAIS
JACQUELINE SMITH
JANELL SMITH
JANELLE JORDAN
JANNELLE CHARLES
JASMINE SWANN
JASON CAESAR
JASON LABAN
JASON NARINE
JASON RAMJOHN
JEFFERSON LAWRENCE
JENNIFER KHAN
JERIAH STEWART
JESSICA JOBE
JHAVON FELMINE
JILLIAN FRANCIS
JOAN CARR
JO-AN HISLOP
JOANNE BAPTISTE
JOANNE RAPHAEL
JOANNE SUPERVILLE
JOEL HUNTE
JOEL JOSEPH
JOEL MARTINEZ
JONATHAN DECLE
JOSIAH HUTCHINSON
JOVAN ROBERTS
JUDY JOSEPH
JULIETTE JACOB-FELICIAN
JUNE NOEL-LEZAMA
JUNE SEALY-WEBB
JUSTIN DAHARU
JUSTIN RAMPERSAD
KADEL ST. LOUIS
KADIJA JEREMIAH
KADISHA KENT-DE FREITAS
KAMAL RATTAN
KATHY ANN FIGUERA
KAVITA RAMDEO-DABIEDEEN
KEISA FRANK
KEISHA CRUICKSHANK
KEITH WOOD
KENYON MOHAMMED
KEON O' GARRO
KERLANA MEJIAS
KESHMANIE SINGH
KEVIN RAMPERSAD
KIDO PHILLANDER
KIM ENEAU
KIM RAMPERSAD
KRIZIA-MARIE SUCRE
KYLE NEPTUNE
KYSHA GEORGE
LALCHAN SOOKNANAN
LASHLEY BUTCHER
LATCHMIN SINGH
LAURA-ASHLEY PASCALL
LAYNE RAMBARAN
LEAH BAHADUR
LECIA CHANG-WAI
LEE MITCHELL
LEIGHTON DENNIS
LEISEL PHILLIP
LENNON NAIPAUL
LINDON RUSSELL
LISA BRODBIN
LISA OWEN
LUKE MOUTTET
MADONNA DAVIS
MAKEDA HUDSON
MALA SEBARATH
MALACHI THONGS

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MANOJ RAMBADAN
MARC AANENSEN
MARCIA ASSAM
MARCIA SOBERS
MARCUS BEHARRY
MARIANA GALINDO
MARILYN GITTENS-OXLEY
MARISSA JOSEPH
MARLON DE LEON
MARTHA CROSS
MARY LIGHTBOURNE
MEENAWATTI RAMPERSAD
MELANIE YOUNG-THONGS
MICHAELINA LEWIS
MICHELLE DUKE
MICHELLE RAMSAMOOJ
MICHELLE SOOKDEO
MIGUEL PATY
MIKEL GRANDERSON
MIRANDA RAGBIR-HARRINARINE
MOTIRAM SOOCHIT
MWANZA TOPPIN
MYRNA COMMISSIONG
NADEEN MOHAMMED
NADINE THOMAS
NALINI COEPPICUS
NATHAN LIVERPOOL
NATTALIE MAYERS-BEHARRYLAL
NELTON ATTZS
NICHEL HORSFORD
NICHOLAS SUDAN
NICHOLAS YOUNG
NICOLE CHAITAN-KISSOON
NICOLE DANIEL
NICOLE DUKE-CORBIE
NICOLE MATAS
NIGEL BURGESS
NIGEL DEOSARAN
NIKEISHA KELMAN
NISA POLO-SINANAN
NORMAN IMAMBAKSH
OMAR MOHAMMED
OMAR SINGH
ORLANDO WIGGINS
PATRICK BALKARAN
PATTI HUDSON
PAUL GUILLEN
PAULWRIGHT CLEMENT
PETER KONG
PHILLIP RAPHAEL JR
PRECIOUS PRINCE
RACHAEL KANGALEE
RALPH COUTAIN
REANN JOSEPH
RENEE BUCHOON
RENEE WALCOTT
RHEA SAMMAH
RHONDA DHANASAR
RICHARD BANFIELD
RICHARD HING
RIQUEN ALLEN
ROGER ALCANTARA
ROGER MITCHELL
ROLAND MARTIN
ROMEL BASTEIN
ROSANA LUE CHIN
RUTH ALI-MOHAMMED
SABRINA RAUSEO
SAGITTA TEEWARRIE
SAMANTHA BOODOO
SEAN DAVIS
SERGIO MARQUES-PITA
SHAFFICK RAMJOHN JR
SHARON BON
SHENAAD DUNCAN
SHERESE BAPTISTE
SHERMA KING-MORRIS
SHERNANDAE PATTERSON
SHEZELLE- ANN SOLOMON
SHIRMA MARAJ
SHIVA MAHARAJ
SHOBA ARCHIE
SHURLANDER NOEL
SIOBHIAN CHRISTOPHER
SLEASH GANESH
SOLOMON DEBISETTE
SOPHIA RAMSAROOP
STAFFORD RANSOME
STEFAN WILLIAMS
STEPHANIE GARNER-WALKER
STEPHANIE HERBERT
STEVE CAMPBELL
SUSAN ROMANO-DAVIS
TAMIKA NIXON
TEJA LA CHAPELLE
TERRI JOSEPH-MILLER
TESSA JOOGOON
THOMAS WOOD

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TIMOTHY SOOKLAL
TREVALYN SUCRE
TRISHA RAMPERSAD
ULAN SANDERSON
VASANTIE SINGH-ROSSMAN
VINDIRA TEEKASINGH
VISHNU GAJADHAR
VIVIANN RAMPERSAD
WARREN BRUCE
WAYNE GRIFFITH
WAYNE HAREWOOD
WAYNE LEZAMA
WAYNE MOHAMMED
WAYNE REZENDE
WENDY HACKETT-CAMPBELL
WENDY LOVELL
WILFRED HOLDER
ZORENA KHAN-ALEXANDER

TTAIFA MEMBERSHIP LISTING

- PAN AMERICAN LIFE INSURANCE GROUP -

ABIGAIL GREEN
AKIL HARRY
AKIM WALKER
ALEXANDER HILLAIRE
ALICIA SINGH
ALICIA WELLS-BIRCH
ALLISON DIAZ-LEWIS
ANASTASIA BURROUGHS
ANDREA KHAN
ANDY MCKENZIE
ANITA JAMES
ANNISA STAPLETON
ANN-MARIE NICHOLAS
ANTHONY BEHARRY
ANTHONY RAMSINGH
ANTHONY SUI
ANTOINETTE EDWARDS
AYSHA DOUGLAS
BARBARA RENALES
BERYL PROVIDENCE
BEVERLY ROBIN
BOXIL CHARLES
BRIAN ABRAHAM
CECIL FREDERICK
CHANDROUTIE RAMBARAN
CHARLENE MILLETTE-BLACKMAN
CHERISH COOMBS
CHERISSE WALTON
CHERRY-ANN PIERRE-WILLIAMS
CHERYL EDWARDS-GILKES
CHRISHNA JOHN
CHRISTINE QUAN KEP
CHRISTOPHER HENRIQUES
CLIFF KHAN
CURTIS ROACH
CYRIL ALPIN
DAMIAN CARRIBON
DAWN MULRAIN
DENILLE ARJOON
DIANE MORALES
DIANNE DEONARINE
DINESH RAMKHELAWAN
DONNA JOBE
EDERLE BARRY
EDMUND RILEY
ELLSA MC LEAN
EMELDA LEE FOOK
EUGENE NURSE
GAIL ALI-PAUL
GAVIN CORNWALL
GERALD CRUICKSHANK
GISELLE ALEXANDER
GREGORY WILSON
HAMLET SIRJU
HANNAH ALS
HAROLD NARRIE
HAYDEN RUDOLFO
HAYDEN WALDRON
HERMESE ANN AMBROSE
ILITTY MOLLINO
JACQUELINE HOWARD-MOLLON
JAELL SALANDY
JANELLE BECKLES
JANET QUOW
JAYVON FERGUSSON
JEFFERY PHILLIPS
JOANNA QUINTERO
JOEL JOSEPH
JOHANNA DE SOUZA-DUNCAN
JOSEPH LALLA
JOUSHANNA KASMALLY
JUDY RAMCHARAN
JUNE MIKE
KAMELE CUDJOE
KAREDA OTTLEY
KENDALL HARRINGTON
KENILLE PATRICK-EASTMAN
KENRICK CUFFIE
KERRY RAMJAG
KESTON HACKETT
KETAN PETERS
KEVAUGHN LEWIS
KIMBERLY MARSHALL
KINDA JOSEPH
KIRBY JACKSON
KIRON CHARLES
KOMIRA WILSON
KRIS ANNE MOSES
KRISHNA RAMGOOLAM
KRISTIAN SOOKHAI
KYLAN OXLEY
LARRY BACHANSINGH
LEANN HOBSON
LEETHA BAPTISTE
LETITIA MORA
LEVI ETTIENNE
LINDY ANN JULIEN-ALLAN
LOIS LIVERPOOL

TTAIFA MEMBERSHIP LISTING

- PAN AMERICAN LIFE INSURANCE GROUP -

LYSTRA BAPTISTE
MAHADEO RAMCHARAN
MAKIEBA GOMEZ
MARCIA CALLENDAR-DAVIS
MARGARET SANDY-SMITH
MARIA GUNPAT
MARICA ROGERS
MARLENE IMAMSHAH
MARSHA CLEMENT-ATHERTON
MARTHA TELESFORD
MARYLN WALKER
MAXIM MARQUEZ
MC EWIN JOSEPH
MELISSA DELL
MELISSA MADOO
MICHELLE CLARKE
MICHELLE HENRY-NABBIE
MICHELLE NOEL
MURINA DABIDEEN
MYCERINUS LA BORDE
NANDA SIMBHU
NARESH RAMCHARAN
NAZMA MOHAMMED
NICHOLAS ROMANY
NICOLE HERCULES
NICOLE HINES
NICOLLETTE SANDIFORD
NINA CRUICKSHANK
OMA RAMDEO-HARRIPERSAD
PATRICIA DWARIKA
PATRICIA LEZAMA
PAUL FYFIELD
PHILICIA CHARLEMAGNE
POOLMATIE NARINE
RACHAEL MURRAY
RANDAL HOWARD
RHONDA JACKSON
RIA LALCHAN
ROBIN CHARLES
RODNEY ALEXANDER
ROGER ARCHIE
ROMA RAMJOHN-ALI
RONA ALI
RONALD SAMUEL
ROSSI SEALEY
RUTH JAGGERNATH-PERSAD
RYAN FARFAN
SALOME BARTON
SAMIR BAKSH
SANDRA BAKSH
SARAH LATCHMAN
SATISHA SANDY-ROWLEY
SHANE ROSE
SHANELL SAMUEL-RAMLAGAN
SHARON MARK
SHARON SINGH
SHERINA MOHAMMED
SHIRAZ BAKSH
SHIRELL HENRY
SOBRINA GOPAUL
SOODIE JAIKARAN
ST. CLAIR HUGHES
STEN CHARLES
SUGRIM RAMKHELAWAN
SUSAN CHANCE
SUSAN JACHDEO
SUSAN SYLVESTER-BARKER
SUZETTE GONZALES
SUZETTE HEERALAL RAMDHAN
TIMOTHY JONES
TREVOR GARCIA
UMELLA BLACKMAN-DENOON
VALENTINE FRANK
VERNON GRAY
VICTOR COPELAND
VIVIAN COX
WAYNE LUKE
WINSTON WILLIAMS
YUKCHIN CHEUNG

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- MARITIME FINANCIAL GROUP -

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AARON WHISKEY
ABIGAIL NAVARRO
ALANA RAMNARINE
ALBERT BELIX
ALCINA BLENMAN
ALENA MAHARAJ
ALFREDO GUERRA
ALYSSA HACKETT
AMANDA SEETAHAL
AMOS SEENATH
ANASHA KARIM
ANDERSON SAMAROO
ANIL HARRICHARAN
ANISSA JOSEPH
ANITA BABULAL
ANITA GILDHARRY-EDWARDS
ANJANI JOSEPH
ANJU BALAI
ANNIE RAGHUNANAN
ASHLEIGH RAMNARINE
AVALON DHANRAJ
AVINASH FELMINE
AVRIL MERVYN
AZISA SINGH-SALAZAR
BEVERLY LOOBIE-ALLEYNE
BRIAN PETERSON
CAMILLE LUANNA HARDING
CARLOS ANDUJAR ACHONG
CAROLYN FLEMING
CHANDANI MAHARAJ
CLAUDIA ROBINSON-DOUGLAS
CLEVEEANN THOMPSON-SEENARINE
CLIFFORD MANCHOON
CLIVE LYNCH
COLETTE SPRINGER
CURTIS DASS
DAMIEN JADOONANAN
DARCEL KHANHAI
DARIEL PEREIRA
DARIELLE KING FOOK
DEBRA JUGMOHAN
DHANMATEE RAGOONATH
DIANE MOSADEE
DONNA SALANDY
FINBAR GARCIA
GEETA GUNNESS
GLORIA VANDA LANS
HAZEL-ANN EXETER
HEMANT BANSEE
INSHAN ALI
JAEL ENILL-JACK
JAGDISH RAMKISSOON
JENELLE BLACKS
JEROME EDWARDS
JOANNE RODRIGUEZ
JOEL OGEER GORDON
JOYCE JASMATH-SEEJOOR
JUSTIN CLAVERIE
KADEEN NARINE
KAREN DASS
KATHY ANN KHARIM
KAVIR GOBIN
KENDELL BALKARAN
KENNEDY FLEMING
KEON RAMSUBHAG
KEREEM HENRY
KERLENE BURNETT
KERN DASS
KERRY LOCHAN
KEVERN DASS
KEVIN BALDEO
KEVIN RAGOO
KIERON KOYLASS
KUREECE JACKSON
LACHME BALDEO
LAURIE HERRERA
LEANDRO SANTOO
LENA SAMAROO-STEPHENS
LENDEL ALEXANDER
LINCOLN TIRBANY
LISA SYDNEY
MADAN MC COON
MAHENDRA RONNIE RAMOUTAR
MARCUS BALLOSINGH
MARLON MC PHERSON
MAURICE ALEXANDER
MELLISSA MOTILAL MOHAMMED
MICHAEL BEHARRYLAL
MICHAEL WILLIAMS
MOHAN RAMPERSAD
NADIA BARL
NALISSA MAHABIR
NEETA SUDAMA
NESHAV GOOKOOL
NICHOLAS BOODHAN

TTAIFA MEMBERSHIP LISTING

- MARITIME FINANCIAL GROUP -

PARASRAM JATTAN
PATRICIA JAMES-WILSON
PATRICIA SEECHARAN
PATRICK BREWSTER
PAULINE MAPP-NEPTUNE
PETRA ELIGON
PHILLIP DIPTEE
PRISCILLA MENDEZ
PRIYANTA KUNGEBEHARRY
RAJEEV SOONDARSINGH
RENEE LENDOR
REUBEN SINGH
RIA SOOKRAM
RICHARD DJERF
RICHARD HILL
RICHIE MANSINGH
RISHA BADDALOO
RONALDO ARJOONSINGH
RONDELL RAMCHARITAR
ROSLYN SINGH
RUPERT SEENATH
RYAN RAMPERSAD
SAAD BAKSH
SALIMA MOHAMMED
SANDRA MOORE-WILLIAMS
SANJIV GOOLJAR
SARAH SUPERVILLE
SEAN MC LEAN
SEETA RAMSOOK
SELBY LESLLIE
SHARAZ MOHAMMED
SHARON ANDREWS-PARRIS
SHEILA SMITH
SHERNELLE BALWANT
SHIVANAN RAMPERSAD
SHIVANI BALLERAM
STEPHANIE EMMANUEL
SUE ANN RANSOME
TANIKA CELESTINE
TAVORNNA NELSON
TERREL MARK
TRICIA WILTSHIRE
VANCE KALICHARAN
VICKRAM SINGH
VINDRA RAMKISSOON
WESLEY SEEHARACK

TTAIFA MEMBERSHIP LISTING

- TATIL INSURANCE SERVICES -

ALICIA KHAN-LALLOO
ALLISON SEALES-SYLVESTER
ANJANEE SAMAROO
ARUNA MAHABIR
BABITA GOSINE
BENECIA IRVINE
BERNARD GREGOIRE
BRENDON GRAY
BRYAN PEDRO
CANDICE CASHIE
CARL ANTHONY JAMES
CHARMAINE PANNENBERG
CHELSEA RAMKUMAR
CHRISTAL GARCIA
CHRISTINE LEWIS
CHRISTOPHER WRIGHT
CURTIS ADAMS
CYRIL MURRAY
DANIEL BYER
DARIEL CHARLES
DAVID CHARLES
DAVID STEPHENS
DAWN MARCELLE
DEBRA LYONS
DENISE NAGASSAR
DENZIL ANDREWS
DEOCHAN BISRAM
DEVINDRA MOONESAR
DIANNE MAHARAJ
EARTHA MOHAMMED
GALE ANN MERRICK
GAYATREE NOYAN
GEOFFREY SMITH
GINEL EDWARDS-PAHAL
GLORIA SEUCHARAN
HARDEO SEUKUMAR
HEMAWATIE RAMPERSAD
HERMAN CREQUE
HILARY BENGOCHEA
INGA ANTHONY
ISHA PAUL
JACQUELENE BOBAN
JACQUELINE CATO-LAMBERT
JAEL ENILL-JACK
JEEVAN MOHESS
JENNEIL MC KIE
JEWAN JAGGERNAUTH
JOANNE GRANT
JREEON TRIM
JUDITH NURSE-CLAVERIE
KAARYN PHILLIP
KARLA RICHARDS-CUMBERBATCH
KAVITA SINGH
KEITH CHARLES
KENNY WILLIAMS
KERLENE BURNETT
KEVIN PERSAD
KHRISTA SOOKDEO-RAMPERSAD
KIERON LAMBKIN
KIMLON ST LOUIS
KYRON MARCHAN
LETITIA LEE-RAMCHARAN
LORENCIA VIALVA
LOUIS MC MAYO
MARLON PASCALL
MARY-LOU CHUNG
MULCHAN BASDEO
NALENE LALLA
NATHALIA STEWART
NICHOLAS SEECHARAN
NICOLE LACEY-IFILL
NICOLE REIS
NICOLE WOODS
PENELOPE BISSOON
RAJESH KUMAR
RAPHAEL BOURNES
RAYNATHA HERCULES
REBECCA MURPHY
RENEE HINDS
RICARDO DUKE
ROBIN STANISLAUS-RICHARDS
ROMMEL MANICKCHAND
RUSSELL BHOLA
RUTH SURAJ
SAHADAI RAMPERSAD
SALLY BHIM
SAMANTHA ROBERTS
SAMUEL FUENTES SEUCHARAN
SASHA BAIN
SETARA BALROOP
SEUKARAN SOOKHOO
SHARAN MOHAMED-ALI
SHARON RAMRATTAN
SHERRY-ANN PERSAD-BHAGWANSINGH
STACY-ANNE BAPTISTE
SUBATHIRA ARYADURAY

TTAIFA MEMBERSHIP LISTING

- TATIL INSURANCE SERVICES -

SUZAN MARTIN
TENIELL CONSTANTINE
TONYA MARHUE-MARAJ
TREVONNE CHARLES
TRUDY PEDRO
ULRIC PHILLIP
VANESSA NANDLAL
VINDRA RAMKISSOON
VINTRA MAHABIR
WALTER STEWART
WHITNEY RICHARDS
ZANAMOON KHAN

- OTHER INSURANCE COMPANIES -

PAULA CHARLEAU
PETER ROBERTS
ROWENA RAMPERSAD
STEVE SUMADH
TERRANCE WILLIAMS