

IAJ ASSISTS KINGSTON TECHNICAL HIGH SCHOOL

IAJ is in the process of giving assistance to Kingston Technical High School to improve physical facilities at the school starting with the bathrooms. After a tour of the facilities conducted by the School's principal IAJ agreed to donate an amount of \$100,000 and work on the unsatisfactory bathrooms is expected to com-

mence soon. IAJ traditionally presented an annual Tennyson Palmer award to the school. Tennyson Palmer was an outstanding Insurance professional and Chief Executive officer who was a former student at Kingston Technical High School.



IAJ Executive Orville Johnson (right) has the attention of Principal of Kingston Tech Ernest Donaldson (3rd from left) and Victor Jackson (3rd from Right) as he explains how IAJ can assist. At left is Juven Montague Anderson Chair of IAJ's Public Relations and Consumer Affairs Committee and Jessica Kinght (Executive Assistant)

UWI 2015 CAREER EXPO & JOB FAIR

IAJ was a booth holder at the 2015 UWI Career Expo and Job Fair held on the UWI Campus from February 26-27. The IAJ Booth experienced numerous visits from students who were impressed with the number of career options avail-

able in the industry. Some expressed the view that when they previously thought about the insurance industry 'sales' was the first thing that came to their minds but the IAJ information both changed that to a more open and inclusive vision.



The IAJ Booth was effectively manned by representatives from member companies throughout the period.

IAJ IN THE NEWS



Real or fake! Bogus auto-insurance documents flood the market as scam widens

President of IAJ Karen Bhoorasingh who is also President of Guardian General Insurance Company Limited, in responding to Gleaner Staff Reporter Ryon Jones about Sunday Gleaner probe's discovery that 'Scammers across the island are offering fake motor vehicle insurance documents for as little as \$13,000, and hundreds of motorists are taking up the offer. told The Sunday Gleaner:

"We have about 300,000 vehicles insured and there is an estimate that there are more than 400,000 vehicles operative on the road. The issue of persons bypassing legitimate insurance companies and purchasing fraudulent documents is a long-standing one.

I suppose there might be the view that the problem is increasing. It is not a new problem, where persons are not purchasing insurance from legitimate

insurance companies, but are striving to purchase fraudulent insurance where they just buy a certificate or a cover note. So they are just purchasing documentation to 'prove' to the police that they are insured.

We have, over the years, implemented various measures to combat this type of fraud. We have used paper that has various security features, so that the police will be able to identify when the cover is genuine or not. But as technology increases and improves, the ability of the fraudsters to seemingly accurately reproduce the documentation increases."

The full Gleaner Story may be seen at: <http://mobile.jamaica-gleaner.com/>



WHO'S PAYING FOR INSURANCE SCAMS?



Vice President – General of IAJ Peter Levy who is also Managing Director of BCIC, made some comments to Staff Reporter Ryon Jones of the Gleaner regarding "Who's Paying for Insurance Scams". It was noted by the Reporter that 'upward trend in personal-injury

claims from motor vehicle accidents over the past seven years has the Insurance Association of Jamaica convinced that scamming is on the upswing.'

Mr. Levy said:

"Certainly, there was a significant increase in terms of the number of personal-injury claims and in the number of suspected fraud associated with personal-injury claims arising from motor vehicle accidents which started around 2008.

It is estimated that anywhere between 15 and 25 per cent of total claims are fraudulent claims, and that is an industry standard, not specific to Jamaica, insurance companies have experienced a major reduction in profitability and a significant underwriting of losses as a result of the increase in payment that has occurred, with persons not involved in fraudulent activities being asked to foot some of the bill.

A number of insurance companies have taken remedial action which includes increasing prices, but also being a bit more proactive with their claims investigation and claims litigation handling practices. So we are very conscious of that and we have a number of initiatives to try and make it more difficult for that activity to take place."

The full Gleaner report may be seen at:

<http://old.jamaica-gleaner.com/gleaner/20150301/lead/lead41.html>

The Gleaner Jamaica WI

GRADUATES WITH PROFICIENCY IN MATH RECEIVE BETTER PAY

Eric Hosin, President & CEO of Education Certificate examinations last Guardian Life Limited speaking in year.

his capacity as vice-president Life of IAJ during a workshop the association sponsored for math teachers at the Jamaica Conference Centre in downtown Kingston on February 20 said, "Graduates who pursue careers that require proficiency in mathematics such as actuaries, gain better-paying jobs in Jamaica and across the globe."



The workshop was organised by the Ministry of Education's National Mathematics Team, coordinated by Dr Tamika Benjamin.

This is the third year the IAJ has sponsored the workshop series, which the Ministry of Education said contributed to improvement in students' performance in mathematics in the Caribbean Secondary

Eric Hosin implored the Ministry of Education to continue the math revolution as he noted that the Asian countries used their mastery of mathematics to grow their economies and to provide better living standards for their citizens.

He pointed out that mathematics helped students to develop analytical and critical-thinking skills as well as their ability to solve problems, all of which are important in nation building and creating wealth for individuals.

He urged teachers to inspire their students by showing them the practical benefits from excelling in mathematics. The math workshops, which were staged simultaneously across the island in three locations, had 390 participants receiving training to become better math teachers.

The full Gleaner article may be seen at: <http://jamaica-gleaner.com/article/news/20150221/graduates-proficiency-math-receive-better-pay#.VOlBaBMhkXI.email>



From left: Eric Hosin, Dr. Tamika Benjamin, and a teacher listen as Orville Johnson, IAJ Executive Director expressed a point. In the second photograph, something interesting has caught the attention of these teachers/

HAPPENINGS IN THE INDUSTRY

SAGICOR SIGMA RUN



On Sunday morning, February 22, 2015 at 7:30 a.m. walkers, joggers and competitive runners from over 200 companies will participate in what has become an annual tradition and undisputedly the Caribbean's largest road race participated in the 17th year of the SAGICOR SIGMA CORPORATE RUN, a unique road-running event designed to inspire fun, fitness and camaraderie among Jamaica's business community

Our keen focus remains on the health and welfare of Jamaica's children and this year financial assistance from the run will go to the **Cornwall Regional Hospital Neo Natal Unit and the Jamaica Kidney Kids Foundation.**



SAGICOR PRODUCTION CLUB LEADER



President & CEO of Sagicor Life Jamaica Limited Richard Byles presenting the President's Trophy to Loeri Robinson for being the company's leading Financial Advisor, Loeri Robinson now holds the title of Chairman of Sagicor Production Club.

LEADING AGENT



Claudette Jackson Rickards, emerged as Guardian Life's Top Agent based on 2014 production achievements

President & CEO Eric Hosin presents the trophy to Claudette





JIIC recently said goodbye to Elizabeth Chung who was Manager of Customer Experience and Innovations after she resigned from the company after many years of exemplary service.

She is a former Chair of IAJ’s Public Relations and Consumer Affairs Committee. From all indications she will be travelling overseas and has indicated she will continue to keep in touch with happenings in the industry. IAJ wishes the very best in all her future endeavours.

The IAJ PR & Consumer & Public Affairs Committee made a presentation to Elizabeth in recognition of her contribution to the Committee over the years. Here, General Manager of CIPS Annette Robotham makes the presentation while Judith Wilson, Corporate Relations and Events Specialist of Advantage General looks on.



EVENTS ON THE HORIZON

MONTH & DATE	ORGANIZATION	EVENT
May-June	IAJ	IAJ Tenth Anniversary Activities
<ul style="list-style-type: none"> March 23 and 24 - 9:00 a.m.- 4:00 p.m April 9, 16, 23 and 30 - 9:00 a.m. -12:00 noon April 16 April 21 	CIPS	Advanced Selling Strategies for the Insurance Sector . Public Speaking for Business Professionals Workshop Road to ACII Maximising productivity for Business Professionals
April 22	JMF	Wine & Cheese Party—The Belmont, 22 Belmont Road
April 26-29	CARAIFA	CARAIFA Sales Congress—Trinidad & Tobago
May 31—June 2	IAC	IAC Conference—Montego Bay, Jamaica.

IAJ CONTACT PERSONS

- **Rachel McKenley**, Marketing Officer JIIC
- **Tara Braham, Unit Leader, Claims Dept**, Broker Services Executive, ICWI
- **Alysia White**
Marketing Manager, Sagicor
- **Judith Wilson**
Corporate Relations & Events Specialist, Advantage General
- **Juven Montague-Anderson**
Integrated Marketing & Communication Manager—Guardian Group
- **Krystalle Sheil**
Integrated Marketing Communication Officer—Guardian Group - General
- **Simone Hull-Lloyd**
Scotia Life Marketing Manager, Wealth
- **Natalia Gobin-Gunter**
Director of Administration & Operations, Key Ins.
- **Phillipa Beckford**
Sales and Marketing Manager, CMFG Life
- **Antonio Spence**
Regional Manager
- **Stacy-Ann Givans**
NCB Insurance
Facilities Officer, General Accident
- **Kuyan Wright**
Marketing Officer, JN General
- **Sandrina Watkins**
Admin Assistant, JN Life
- **Simone Foote**,
Marketing Manager, BCIC
- **Charmaine Stephenson**
Executive Assistant, AIG Insurance Company Limited.
- **Orville Johnson**,
Executive Director, IAJ.
- **Hugh Meredith, /Carla Ashley-Grant**
Board Member of JAIFA
- **Tommy James**,
IAJ PR

IAJ CUSTOMER HELP LINE

Call the

**IAJ
Customer
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1-888-429-5425

Monday - Friday 8:30a.m - 4:30p.m
Voice mail option
outside of work hours



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- Are you happy with your insurance company?

IAJ - The Voice of the Insurance Industry

Insurance Association of Jamaica
3-3a Richmond Avenue, Kingston 10
Telephone: 920-3385/6

Email: iaj@cwjamaica.com
Website: iaj-online.com/