

Ian Rowlands

... 'International Man'

Ian Rowlands, who started his insurance career in September 1965 with Dyoll Insurance Company has had a very exciting and interesting association with the industry over these many years. He moved from Dyoll after one year to join his father's business – Frederick Rowlands Insurance Agency Limited, where he spent twelve years.



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The adventurous Ian Rowlands then went to England and entered the insurance brokerage firm of F.E. Wright where he spent four years. He then moved to Nigeria where he worked with Eagle Insurance Brokers. Ian's hunger for the excitement and challenges of beautiful Jamaica, along with other favourable factors, motivated him to return home where he joined Motor Owners Mutual. His expertise and wide knowledge of the insurance industry propelled him to take up

his role as General Manager of VMIC with distinction and with a feeling of accomplishment, having set the company on a firm financial footing. He retired from VMIC in February 2010. Ian, who seems to have an enthusiastic zest for life and good living, took time out to respond to some questions regarding his new status.

Q: How are you enjoying retirement?

Ian: I am having a great time. I feel that I have made a significant contribution to the insurance industry over these many years and I am thankful that I am able to now relax and do some things that eluded me while I was actively involved in the day to day running of a company.

Q: What are some of the things that now occupy your day to day activities?

Ian: I am catching up on some serious reading. The busy schedule of business activities sometimes does not allow one to delve into serious reading for relaxation and increased knowledge. I am now doing that. Presently I am reading Stephen Hawkins' Grand Design.

Q: What do you miss most about your former corporate involvement?

Ian: Inter-action with my peers. The General Insurance business permeates almost every area of human activities. In the day to day operations, one tends to be on top of everything that's happening. I miss that heightened awareness and helping clients to solve insurance related and other problems.

Q: Looking back on your career, what would you consider to have been your most memorable accomplishment?

Ian: Starting up Victoria Mutual Insurance Company stands out in my mind. Helping to make that company competitive, well-run and profitable gives me a sense of 'Mission accomplished'.

Q: If you had the opportunity to take the journey all over again, what would you have done differently?

Ian: I have thoroughly enjoyed many involvements over the years and I don't think I would change anything. I believe in

the concept of multi-universes, 'wherever you are at any given time, it is where you were designed to be at that time'.



Ian Rowlands (centre) proudly displaying his IAJ Citation. From left are: **Karen Bhoorasingh**, VP General, **Paul Lalor**, IAJ President, **Les Green**, Asst. Commissioner of Police. and **Orville Johnson**, Executive Director IAJ.

the challenge of putting Victoria Mutual Insurance Company in a formidable position in the insurance industry. He carried out

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Q: What future do you see for the growth and development of the insurance industry in Jamaica?

Ian: The insurance industry is intricately intertwined with the Jamaican Economy. The problems in Jamaica are not difficult to overcome. As the country overcomes some of its basic problems and prospers so also will the insurance industry. On the other hand, I believe there are too many players in the market-place. The industry could do with some reduction in that area. Reflecting on an economy like Hong Kong's, there are no indigenous general insurance companies there. The industry in Hong Kong comprises off shoots of major international insurers.

Q: Can you think of anything that is now being done in the industry that will undergo radical change in the near future?

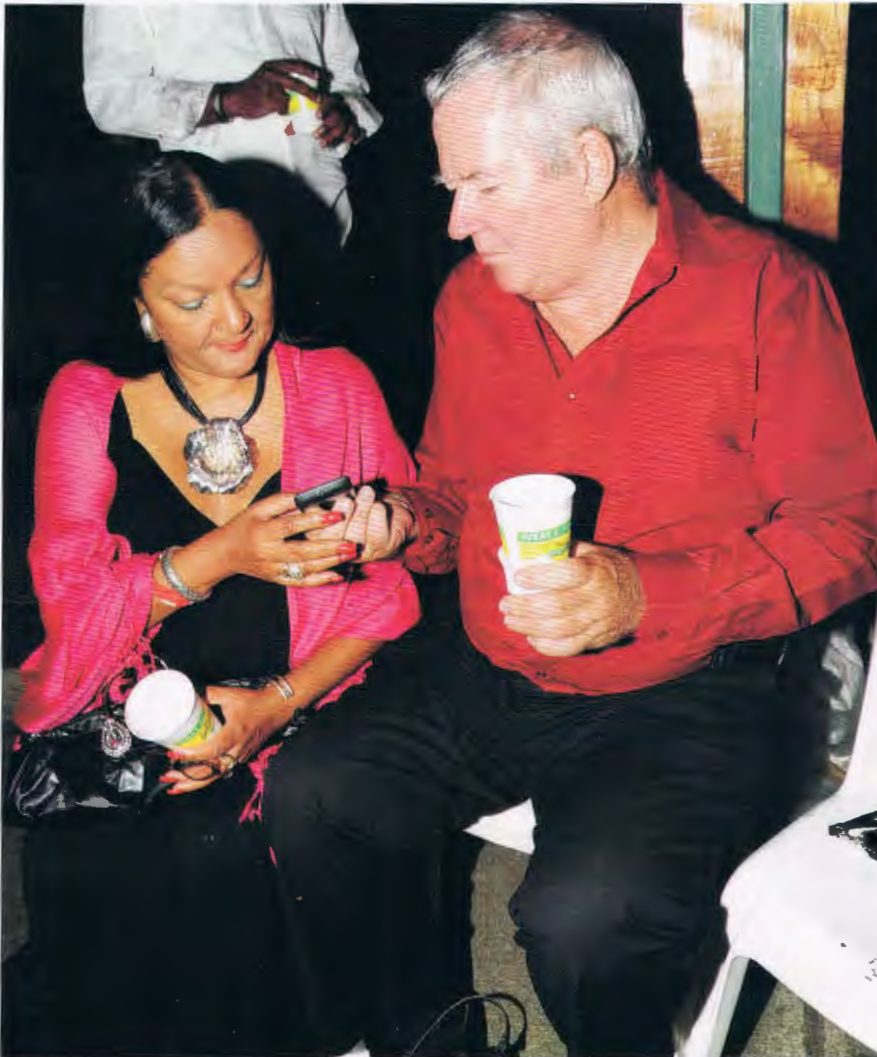
Ian: I would like to see the Insured Vehicle Identification System operating. Further more affordable Vehicle Tracking will significantly reduce Fraud and Theft.

Q: How has your retirement impacted on your family life?

Ian: I am now able to do some things at home that I neglected over the years and of course devote more time to family.

Q: Do you have any outstanding challenges ahead that you are committed to overcome?

Ian: My wife Gillian is still employed, in fact, she runs her own company. I intend to give her more assistance with her business especially in the area of bringing the company up to date with Internet Marketing and other innovations associated with the internet.



Ian Rowlands and his wife Gillian seem to be viewing an important Blackberry message as they enjoyed the happenings at the IAJ Christmas in November function held at the Constant Spring Golf Club in November 2010. Gillian Rowlands is a well-known Human Resource and Training Consultant.

Q: Any advice for persons entering the insurance industry?

Ian: The insurance industry incorporates a range of skills. The College of Insurance and Professional Studies (CIPS) offers a number of courses that can fit people to function effectively from day one in an insurance company. People who are serious about making a significant contribution to the insurance industry should spontaneously attend some of these courses. They should not wait until they are employed by an insurance company to get trained for the job.

QUOTES ABOUT RETIREMENT

The trouble with retirement is that you never get a day off.

— Abe Lemons

Your best retirement plan for retiring happy and prosperous - don't be a burden on others.

— Ernie Zelinski