



The IAJ wishes each and every member of the Insurance Industry and your families a Happy, Prosperous and Bright 2018. We are thankful that Jamaica suffered no major tragedy in 2017 and that our economy, from all indications seems to be trending upwards. We are mindful of the tragedies that have taken place in various sections of the world during 2017, especially the devastating effects of hurricanes Harvey and Maria. While our sympathies, concerns, thoughts and prayers went out to those in the affected

areas it is a wake up call for us to remember that the season for hurricanes is an annual event so we must all be mindful of taking the necessary steps to 'Be Prepared' throughout this New Year.

We were involved in a number of activities throughout the year some of which were highlighted in previous publications. In this issue we will highlight some which took place from August to December 2017.

IAJ CHRISTMAS IN NOVEMBER EXTRAVAGANZA 2017

IAJ's All Inclusive Christmas in November Extravaganza held at the Guardian Life Sports Club on Saturday November 18, 2017, was a fantastic event which met and surpassed all expectations. Patrons enjoyed themselves immensely with all aspects of the presentation. There was a well-appointed and expertly decorated tent which not only enhanced the atmosphere but was also an excellent facility just in case of rainfall. The cuisine was excellent as well as the pulsating music presented by DJ Inferno facilitated by Supreme Sound. There were numerous prizes and surprises, including gate prizes of day passes to the Hilton Rose Hall and Jewel Resort courtesy of Sagicor.

IAJ took the opportunity to present President of Guardian Life Eric Hosin with a plaque in appreciation of the several years Guardian Life has allowed Christmas in November to be held at the company's Sports Club.

The occasion was well supported by all member companies of IAJ. Christmas in November is a greatly anticipated annual event and there is every indication that the happenings at each occasion creates a sense of great expectation for the next event. As usual, IAJ Executive Director Orville Johnson, OD and his team along with the IAJ PR Committee headed by Phillipa Beckford put in much effort to ensure success of the occasion.

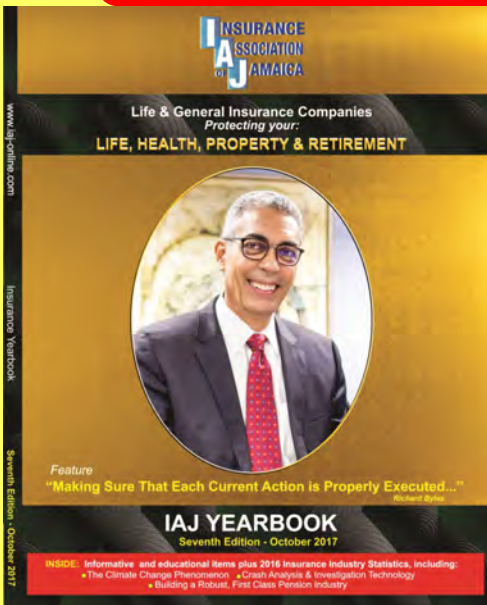


SEMINAR FOR MOTOR CYCLISTS IN NEGRIL

Motor cyclists in Negril, Westmoreland, were the beneficiaries of a Seminar on riding safety on Sunday, November 19, 2017 when Tarik Kiddoe and his team presented attendees with important instructions on how to ride with safety as their premier consideration under the theme ‘Back to Basics’. The IAJ is a major sponsor in the series of training seminars under the theme Back to Basics. Executive Director of the IAJ Orville Johnson, OD was at the seminar to reinforce IAJ’s commitment to the Back to Basics Seminar which is aimed at reducing motor cyclists deaths.



IAJ YEARBOOK



The seventh edition of the much heralded IAJ Yearbook was printed and distributed to member companies and other locations in the latter part of 2017.

As usual the publication contains numerous helpful articles and features statistics of the insurance industry’s statistics for the previous year. This publication is a much sought after

item for many who continue to keep a deep interest in the performance of the Life and General Insurance performance .

IAJ is grateful to the many persons who have taken time out to prepare informative and relevant articles for the publication which are of interest to a variety of interest groups.

The publication is also available on IAJ’s Website.

KPH 240th ANNIVERSARY HEALTH FAIR

The Health Fair held on the grounds of the Kingston Public Hospital on Saturday, December 2, in recognition of the 240th Anniversary of the hospital's existence which was celebrated in 2016 was a huge success. IAJ in collaboration with the Jamaica Medical Foundation (JMF) the outreach arm of the Insurance Industry specialising in medical matters were sponsors of the occasion. This Health Fair which was scheduled to be held in 2016 was then postponed as the Hospital prepared for ZIKA virus which was expected to hit Jamaica.

The IAJ has been staging Health Fairs annually. While the insurance industry is in the business of paying claims there is also the desire and willingness to promote a healthy life style by encouraging prevention and early detection.

Hundreds of persons attended the Health Fair where a number of tests were provided free of cost, including, Blood Pressure, Cholesterol, Diabetes, Vision and much more. Sagicor provided its mobile unit while Guardian Life was also well represented with its mobile truck.

Dr. Natalie Whyllie, Senior Medical Officer of the KPH expressed great appreciation for the IAJ and JMF involvement in the Fair. Errol Green, Chief Administrator of the Hospital also expressed his appreciation for the insurance industry's involvement. There were several other participants including, The Council of Voluntary Social Services (CVSS) which mustered a number of volunteers to assist with various activities at the Fair. Food for the Poor also provided a truck load of perishable goods which were methodically distributed to needy persons.

IAJ Executive Director, Orville Johnson at the opening ceremony expressed the delight of the insurance industry in being involved with this historic Health Fair and brought greetings on behalf of the IAJ President and the entire IAJ Membership. He expressed that the IAJ hoped that this Health Fair will allow persons to assess their Health Status as they go into a new year and add health-related objectives to their new year's resolutions. Michael Fraser, President of the JMF, while appreciating the magnitude of the event presented a wheel chair bound patient with a cheque from the JMF in the amount of \$200,000 to enable her to deal with necessary treatment to help her cope with her illness.



Christmas Treat For Chin Loy Basic School

IAJ's Annual Christmas Treat for Chin Loy Basic School took place on Thursday, December 14, 2017. The children and teachers thoroughly enjoyed the event and as usual gifts were presented to the children and the school on behalf of the IAJ.



A QUOTE ABOUT SHARING

“If we have no peace, it is because we have forgotten that we belong to each other.”

— [Mother Teresa](#)

HAPPENINGS IN THE INDUSTRY



RICHARD BYLES – 25th PSOJ HALL OF FAME INDUCTEE & OBSERVER BUSINESS LEADER FOR 2017



Richard Byles current chairman and former President & CEO of Sagicor Group Jamaica, became the 25th inductee into the PSOJ Hall of Fame at a PSOJ Awards Function held on November 13, 2017 at the Jamaica Pegasus Hotel. Mr. Byles was also honoured as the Jamaica Observer Business Leader of the year at the Observer's Business Leader Awards function held on Sunday, Decem-

ber 10, 2017. He topped a field of 12 of the island's top chief executive officers. The Observer's Award noted that: *"As the chairman and former president and chief executive officer of Sagicor Group, Byles' leadership has been characterized by a series of successful mergers, acquisitions and divestments, which have led to massive increases in profits and net worth of the organization as well as contributed to the entity's amplified brand awareness."*



Guardian Life Pursuing Real Estate, Individual Health



Guardian Life Limited which made \$4 billion in profit in 2016 and closed the period with \$66 billion in assets, is pursuing a \$5-billion residential and corporate property build-out around its New Kingston head office over the next three years, determined to chart a new investment strategy to boost profits as corporate paper fails to bring the returns its investors have mandated.

Eric Hosin
President



ICWI MAKES \$3.5 MILLION DONATION TO JAMAICA REACH TO RECOVERY



President of the Insurance Company of the West Indies Limited **Paul Lalor** on Friday, November 24 proudly presented a cheque for \$3.2 million to the Jamaica Cancer Society representing funds which were raised from the 2017

ICWI/Jamaica Reach To Recovery Pink Run held on Saturday October 28, 2017. its main beneficiary being Jamaica Reach to Recovery ICWI Pink 5K run was held on Saturday October 28, 2017.

HAPPENINGS IN THE INDUSTRY



SEMINAR ON CLIMATE CHANGE/DISASTERS AND THE IMPACT ON THE INSURANCE INDUSTRY

College of Insurance & Professional Studies November 27. Dr. Parris Lyew-Ayee, Director, in association with Jamaica Society of Mona Geo-Informatics Institute was the presenter. Insurance Professionals and Technicians Mrs. Heather Bowie, President of JSIPT gave the hosted a seminar on Climate Change/Disasters and official welcome, while Mrs. Annette Robotham, the Impact on the Insurance Industry on Monday General Manager of CIPS was the Facilitator.



Advanced Reinsurance Workshop

CIPS in association with AON Benfield hosted an Advanced Reinsurance workshop on October 3 & 4. The presenters were John Edwards - Managing Director, Dan Haley - Senior Broker and Iain Ward, Director. The first day's session was excellent and the participants were ready and waiting for the second day.



QUOTES ABOUT COLLABORATION

“Alone we can do so little; together we can do so much.” – ...

“Talent wins games, but teamwork and intelligence win championships.” – ...

“Teamwork begins by building trust. ...

“It is literally true that you can succeed best and quickest by helping others to succeed.” –

HAPPENINGS IN THE INDUSTRY



In celebration of Credit Union Week— October 15-21, 2017

CUNA Caribbean Insurance Jamaica Ltd. in part- of activities including treating 100 residents of the nership with the Jamaica Co-op Credit Union Bellevue Hospital to a full meal. League, took the opportunity to carry out a number



Treating 100 residents of the Bellevue Hospital to a full meal and care.



VP Product, Sales and Branding, Lana Forbes (L) and VP Risk and Compliance, Rosemarie Henry (third right) pose with the 2016 FIP Awardees at the Credit Union's League Managers' Retreat in St. Ann..



Jam Co-operative Credit Union League's newly appointed CEO, Mr. Robin Levy (second left) and colleague, Marcia Osbourne (right), meets with CCIJ's Sen. Managers on their courtesy visit to CUNA Caribbean

HAPPENINGS IN THE INDUSTRY



During the period under review Guardian General Insurance Jamaica (GGJ) were involved in a number of activities .

On Thursday, September 7, 2017, one of GGJ's philanthropic efforts for the 15 over 5 corporate social responsibility initiative took the company to Airy Castle Primary School in St. Thomas; where fire damaged a portion of the building resulting in their entire canteen and kitchen destroyed. GGJ reached out to the school and provided them with well needed items, including a brand new industrial stove. Some of the students have to travel for miles from home to school without a proper breakfast. The stove will enable the school to provide hot meals for over 200 children.

On Friday, October 6, 2017, GGJ joined in The Jamaica Cancer Society initiative by wearing pink on that day to support their efforts in helping cancer survivors and those who lost the battle.

For the month, we also focused our efforts on designing and creating our 2018 wall and desk calendars with the theme of preparation and protection of your property. For January 2018, we featured one of our resident photographer's, Regional Manager for Montego Bay, Mr. Paul Thwaites's Toll Road image to start the year out with 'preparing for the road ahead.'



The GGJ team outside their doors at 19 Dominica Drive, Kingston 5



Mrs. Karen Bhoorasingh, President of GGJ (front left) and her team handing over a stove to

November, was a hectic month where GGJ sponsored four events and endorsed Kidney Disease Awareness: **St. Andrew High Foundation Legacy Golf Tournament**. Friday, November 3 to Saturday, November 4, 2017. **Jamaica College Sports Development** - 30th Renewal of the National Hugo Chambers Road Races Sunday, November 5, 2017. **Restaurant Week 2017**, Friday, November 10 to Saturday, November 18, 2017; with a public launch Sunday, November 5, 2017. Thursday, November 9 to Sunday, November 19, 2017.

GGJ kicked off the opening night with a dinner for their executive and management team at Redbones Blues



Members of the GGJ Executive and Management Teams at Redbones Blues Café having dinner on the opening night of Restaurant Week 2017



HAPPENINGS IN THE INDUSTRY

CARAIFA Day of Common Concern for Kidney Disease Awareness

On Thursday, November 30, members of our management and staff wore something red to show our support of the Caribbean Association of Insurance and Financial Advisor' (CARAIFA) Day of Common Concern for Kidney Disease Awareness in the Caribbean.



Karen Bhoorasingh, GGJ's President (right) wears red with other members of the GGJ team.



The Business Development, Customer Service and Claims is RED-Y in support!! Sheraley Bridgeman, VP Business Development (centre), knows how to accessorize with red.

December was also a busy month for GGJ with the following three activities:

Shaggy & Friends Concert 2018 Launch. GGJ attended the launch of Shaggy & Friends Concert 2018 at the Bustamante Hospital for Children on Wednesday, De-

ember 6, 2017. The company will be partnering with international dancehall reggae artiste, Orville Richard 'Shaggy' Burrell for his biennial charity concert which seeks to raise funds to donate well needed equipment and supplies to the hospital, the only Children's hospital in the English-speaking Caribbean.



Journalists and communications professionals listening keenly to the panel members consisting of the major utilities and telecommunications companies.

Shoebox 2017. Our annual Shoebox project is an initiative from the Guardian Group where subsidiaries choose a charity for children and donate gifts in shoeboxes at Christmas time. On December 19, 2017, GGJ will be visiting Jacob's House, a Mustard Seed Community project to bring cheer and gifts to the children of that facility.

Climate Change & Disaster Mitigation Communications Training. The producers of the award-winning TV show 18 Degrees North, Global Reporters for The Caribbean (GRC), hosted their Climate Change and Disaster Mitigation Communication Training at The Jamaica Conference Centre. This GGJ sponsored event spanned two days, Tuesday, December 12 and Wednesday, December 13, 2017.

EVENTS ON THE HORIZON

- **CIPS—Seminar on Drone Aviation and Insurance - February 2018**
- **CARAIFA Congress—April 29 to May 3, 2018.**
- **2018 Caribbean Insurance Conference—June 3 to 5, Hyatt Ziva, Rose Hall, Montego Bay.**

IAJ CONTACT PERSONS

- **Phillipa Beckford**, (Chair Person, IAJ PR Committee)
Sales & Marketing Manager,
Cuna Caribbean Insurance Jamaica Ltd.
- **Rachel McKenley**, Senior Marketing Officer,
GK General Insurance Company Limited.
- **Tara Braham, Unit Leader**, Claims Handling Executive, ICWI
- **Alysia White**, Manager, Promotions and Special Projects, Group Marketing, Sagikor
- **Joseph Montaque, Senior Marketing Officer**
NCB & Advantage General.
- **Simone Hull-Lloyd**
Scotia Life Marketing Manager, Wealth
- **Natalia Gobin-Gunter**
Director of Administration & Operations,
Key Insurance Company Limited.
- **Natalie Henriques**,
Marketing Associates & Business Development
Guardian General
- **Sophia Henry, Guardian Life**
- **Christopher Vendryes**
Sales Manager
NCB Insurance
- **Sandrina Watkins**
Production Development and Operations Manager,
JN Life
- **Denise Harris**
Marketing Manager, JNGI Jamaica.
- **Simone Foote**,
Marketing Manager, BCIC
- **Orville Johnson**,
Executive Director, IAJ.
- **Triola Harper-Smith**
Board Member of JAIFA
- **Tommy James**,
IAJ PR