



The Insurance  
Institute of  
Northern Ireland  
Chartered Insurance Institute

# The Premium Masterclass Series

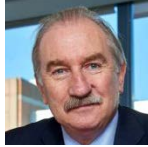
Six CPD Events for the Insurance Industry in 2017-18



**Dr Michael McKillop**  
Achieving a  
Competitive Edge



**Sean Weafer**  
High Trust  
Networking



**Mike Smyth**  
The Impact  
of Brexit



**Gerry Hussey**  
Being At Best



**Stephen Carver**  
A Case Study  
in Risk



**Alan Chandler**  
Ogden  
(Double Session  
in October)



**Jack McIlduff**  
Lessons and  
Forecasts



**Willa Mawhinney**  
The Implications  
of GDPR



**Jeff Heasman**  
Claims &  
Dishonesty



**Karl Curran**  
New Trends  
in Cyber



**David Hertzell**  
Taking Fraud  
to Task

**Professional** (top up your technical knowledge and industry awareness)

**Personal** (enhance the 'soft' and 'business' skills crucial to your success)

**Performance** (be inspired to improve and grow)

**Profit** (strengthen your firm and your bottom line)

**Positivity** (grow your network and be proud of your industry)

- Each event will attract 2.5 Structured CPD Hours – printed CPD certificates will be made available to attendees at the event
- A Season Ticket is a cost-effective way of securing 15 of the required 21 Structured CPD Hours
- Breakfast and networking is included at each event
- A Season Ticket costs £70+VAT. Tickets for individual events are priced at £20+VAT
- Book your season ticket now via [www.cii.co.uk/northernireland](http://www.cii.co.uk/northernireland)

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## Wednesday 27th September 2017, 08.30-11.00 (includes breakfast) Clayton Hotel, Ormeau Ave, Belfast



### **Dr Michael McKillop** *Achieving a Competitive Edge*

Michael is one of Ireland's most successful elite sportsmen. He is a 4 Time Paralympic Gold Medallist, a 9 Time World Champion and Multiple World Record Holder. Following his phenomenal success at the 2012 London Games Michael was bestowed with the ultimate honour of the 2012 Whang Youn Dai Achievement Award, which is presented at every Paralympic Games to only one male and one female athlete who "best exemplify the spirit of the Games and inspire and excite the world." Reflecting on his own experiences of adversity, resilience and ultimate achievement, Michael will offer insights into how he has achieved a competitive edge.



### **Jack McIlduff** *Lessons and Forecasts*

Jack's business career began at a young age when he helped out with his father's bookmaking stall at the race track! He built his reputation in the insurance industry with Curran Connolly, Lloyds of London and Crowe Insurance, before establishing Europa General Underwriting which grew to employ some 100 people across offices in Belfast and Galway. Jack went on to become Managing Director of RSA Insurance NI following its purchase of Europa General in 2006. Jack will offer up lessons that he has learned from 50 years in the industry as well as sharing his outlook on the big issues facing the local industry including Ogden and Brexit.

## Thursday 19th October 2017, 08.30-11.00 (includes breakfast) Clayton Hotel, Ormeau Ave, Belfast



### **Alan Chandler** *Change in the Ogden Table Rate*

The recently announced change in the discount rate (Ogden table) will cost the UK Insurance Industry in excess of £7 billion and this amount will have to be recouped by way of massive hikes in insurance premiums. Increases of 10-20% will become the norm and high risk personal injury policies such as construction, haulage fleets and motor trade will see increases of well beyond this range. It is essential that brokers, underwriters, claims staff and loss adjusters alike can fully understand and explain these increases. This presentation will equip you to do just that. Remember, even claims free risks will see premium hikes.

In response to this, Alan Chandler, Chartered Insurer, who has trained many of the UK's top ACII prize winners in the past five years has created a presentation to help everyone, from whatever discipline, clearly understand and explain to clients the discount rate change. By attending this event delegates will specifically understand a) the difference between special and general damages in liability claims, b) how the Ogden table rates affect liability claims, c) how the recent change in discount rate will affect premiums in the market place and d) the capital implications for insurers following the Ogden table change.

## Thursday 16th November 2017, 08.30-11.00 (includes breakfast) Clayton Hotel, Ormeau Ave, Belfast



### **Sean Weafer** *High Trust Networking*

Sean is a best-selling business author and international speaker who helps experts and professional advisors build high trust and influence with their clients and colleagues. He asserts that 'people buy you because of how you make them feel'. Whether you are positioning an idea to a peer, a new client, a team member or your board - trust and influence is the key to getting everything you want. Within his presentation Sean will explore some of the 7 keys that help professionals win and retain high value clients and also share some practical networking and referral tips.



### **Willa Mawhinney** *The Implications of GDPR*

The new General Data Protection Regulation (GDPR) will come in to force on 25th May 2018. As the implications of the new GDPR are extensive, all businesses dealing with personal data, including financial services providers, need to be implementing changes now in order to meet the new requirements. Within her presentation Willa Mawhinney will outline what GDPR will mean for individuals and organisations operating within the insurance industry in Northern Ireland. A regular conference speaker, Willa is Head of Compliance for Allianz Ireland, based in Dublin, covering the Irish and Northern Irish jurisdictions.

## Thursday 18th January 2018, 08.30-11.00 (includes breakfast) Clayton Hotel, Ormeau Ave, Belfast



### **Mike Smyth** *The Impact of Brexit*

Brexit continues to dominate the headlines and looms large over the local economy but there remains great uncertainty in terms of its likely impact on business. The Insurance Institute is therefore delighted to welcome esteemed economist Mike Smyth to provide an economic outlook and share his views on the likely impact of Brexit. Mike is Vice-President in charge of Budget of the European Economic and Social Committee (EESC). He was President of the ECO Section of the EESC from 2010 to 2013 and prior to that he was head of the School of Economics at the University of Ulster.



### **Jeff Heasman** *When a Lie is Dishonest but a Claim Isn't*

Jeff has delivered training in insurance law and practice to some of the world's largest and most prestigious organisations. Focussing on a recent supreme court decision Jeff will ensure delegates are able to a) identify the key elements of the fraudulent claims rule as it relates to fraudulent devices b) understand the relevant provisions of the Insurance Act 2015 and how these will impact on how an insurer may deal with fraudulent claims and the remedies available to an insurer and c) deal more effectively with, and find practical solutions to, claims involving a fraudulent device.

## Thursday 22nd February 2018, 08.30-11.00 (includes breakfast) Clayton Hotel, Ormeau Ave, Belfast



### **Gerry Hussey** *Being At Best*

Gerry has helped to build some of the world's most successful sports and business teams. He has been working at the fore front of Olympic and International Sport since 2003. In his role as Performance Consultant, Gerry has coached elite athlete's for Olympic Games, Heineken Cups and Golf Majors. His work with the Irish Boxing team in the Beijing and London Olympic Games has been well documented and acclaimed. Gerry currently works with market-leading organisations and business teams, and, in this presentation he will outline how individuals and teams can unleash the very best version of themselves.



### **Karl Curran** *The Three Certainties in Life - Death, Taxes and Cyber Attack?*

Cyber risk is evolving at lightening speed with news stories of fresh attacks now a daily occurrence. Within his presentation, Karl will address the inevitability of cyber attacks and provide a briefing on the most recent developments within cyber threat. Karl is an Associate Director within Aon Risk Solutions working within their Financial & Professional Services Group. Karl is an Associate of the Chartered Insurance Institute and is also a Licentiate of the Institute of Banking. He lectures regularly at industry events across GB and Ireland.

## Thursday 15th March 2018, 08.30-11.00 (includes breakfast) Clayton Hotel, Ormeau Ave, Belfast



### **Stephen Carver** *A Case Study in Risk*

Stephen is an internationally renowned speaker and lecturer at one of Europe's top MBA Business Schools - Cranfield. Prior to academia, Stephen worked on projects for the oil business before moving on to work at Virgin as Project Manager of a scheme cooked up by Sir Richard Branson to build the World's largest Clipper ship - and put Harrods in it! He now consults to some of the world's best-known organisations. In this presentation he will share the story of an oil rig called Ali Baba, charting its humble beginnings, to its spectacular realisation and it's final degeneration into a commercial and contractual nightmare.



### **David Hertzell** *Taking Fraud To Task*

David was appointed a Law Commissioner in 2007 and was responsible for various commercial and common law reform projects, including the reform of insurance contract law. Having chaired the government Taskforce on insurance fraud, David will provide a general history as to why the government set this taskforce up, what the taskforce discovered and what it recommended. He will discuss the government's approach to the problem, the causes of fraud, what the insurance industry and others are doing to combat fraud, possible developments and what CII members can do.



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## Six CPD Events for the Insurance Industry in 2017-18

### Masterclass Dates

Wednesday 27th September 2017

Thursday 19th October 2017

Thursday 16th November 2017

Thursday 18th January 2018

Thursday 22nd February 2018

Thursday 15th March 2018

### Masterclass Format

**08.30** Registration, Breakfast, Exhibition and Networking

**09.00** Welcome - President of IINI

**09.05** Partner Address

**09.10** Keynote Speaker 1

**09.45** Q&A with Keynote Speaker 1

**09.50** Coffee Break

**10.05** Partner Address

**10.10** Keynote Speaker 2

**10.45** Q&A with Keynote Speaker 2

**10.50** Closing Remarks

**11.00** Close

### CPD and Ticket Details

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- Breakfast & networking is included at each event
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- Tickets for individual events and non-members are priced at £20+VAT (£24 inc VAT). These can be purchased via [www.cii.co.uk/northernireland](http://www.cii.co.uk/northernireland). For more information call 028 9076 1030 or email [events@podiem.com](mailto:events@podiem.com)
- Season Tickets may be transferred a maximum of two times and only to IINI members within the same company
- Season Tickets must be allocated to a named individual. In the event of a move the season ticket remains the property of the purchaser.

### Season Tickets

IINI members can reserve their place at all 6 events by purchasing a discounted Season Ticket online for the great price of £70+VAT!

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### Individual Event Tickets

Non-season ticket holders can pay £20+VAT (£24 inc VAT) in advance of the event providing there is availability. Individual event bookings of less than £100+vat must be made online (as opposed to invoicing).

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