

### **President's Round Up – Mark Longford**



We met several new faces this week and I am thrilled that Pauline's initiative to create a team of Company Champions has taken off so quickly. Please let me welcome Sarah Sansom, Cathy Dee, Daryn Buckley and Paul Brayne. I look forward to meeting you all soon and thank you for enabling us to reach out and connect with RSA, Zenith, Legal & General and Bennett Christmas Insurance Brokers. Our Sussex institute has a great story to tell. We are delivering what members want. Events are fully subscribed as we support our students and indeed anyone involved in the county's Insurance and Financial Services industry. Thanks to Nigel's enthusiasm our website provides members with the latest information. But there is nothing like the personal touch and our team of Champions is in the front line connecting the Council team with members. Thank you.

It's been good to catch up with several of the team this week. On Tuesday I 'dropped in' to the start of a CSR conference call. How better than to demonstrate the team's green credentials than to move away from travelling to a meeting! Teleconferencing doesn't replace the personal touch but is a way many of us now connect in business. It can be very useful for catching up, enabling participants to plan around work and other commitments. If you would like to arrange a conference call, please let me know and one of the Zurich team can set up a confidential call.

Graham met with Pauline and Zoe this week as they made plans for Membership Engagement. The two Lewes walks were oversubscribed and both were great successes, ending with a pub visit. A social event is not only enjoyable, it gives us the opportunity to welcome new faces. A crossover between Membership Engagement and Programme is a winning combination!

Our CII Area Marketing Manager, Victoria, ) and I have been in our roles for three months and we have now set time aside each week to share ideas and prioritise projects. We spoke this week and shared experiences as we looked back on our journeys. Victoria was very complimentary about the work we are doing in Sussex and we work well together. It is an important relationship as we are dependent on central CII resources and funding. In return, by striving to become a centre of CII excellence, we are contributing to the success of other local institutes and will share best practice. On this note, the election for the 3 year role of CII Representative Council delegate comes round next July. Christopher Digby, Royal Tunbridge Wells, will be standing down and Sussex will field a candidate. More about this soon but if you would like further details, please drop me a line.

Despite so many things coming together there is cloud, namely, our reduced grant. Andrew advises that the second tranche, £2,960.07, of this year's grant has been received. This about £9k less than we had expected earlier in the year when Graham and Susan put together our comprehensive three year expenditure plan, the majority of which earmarks funding for CPD and events.

As your president, I have taken soundings and I accept that on this occasion I am more conciliatory with the CII than others would like me to be. I believe we have all accepted that we are working towards reducing our reserves. It is the pace and manner in which this has been done, and Victoria and Grant Scott (CII Vice President) are very aware of these views. I accept this is a fait accompli and my concern is that by getting bogged down in a discussion that won't reverse the decision, we will lose focus on all the good things we are doing. Future grants depend on an annual assessment of the way we run our LI and support CII members. I encourage council to accept where we are and

plan accordingly. It could even be the catalyst for some creative solutions to emerge. However if it means trimming our activities, then this is a powerful response to the central CII especially given our reputation throughout Aldermanbury from Sandy Scott down.

I have asked Susan to add this important topic to the Council agenda on 17<sup>th</sup> September where we can have a healthy discussion and reach a consensus on our approach.



**Secretary's Soundbites (or Susan's Stamp!)**

All Sussex Institute members will be receiving a welcome letter from Mark this week, inviting them to share in our 'new look' institute and the exciting plans that we've been developing. Hopefully this will encourage more members to visit our website, try our CPD and social events for themselves and - coming shortly, engage with us via social media!

As Mark mentioned last week, we need to keep lists to ensure that we remain on track, and the Action Plans from our team meetings form an important part of this. Strategy Group and Council meet on 4<sup>th</sup> and 17<sup>th</sup> September respectively, so I'll be re-circulating the minutes and Action Plans to those members during this week. Please take a few moments to review the Action Plans and if any actions are shown against your name, let me have any progress updates, preferably before 24 August. It saves nagging from me – I'm known in certain quarters as Nagalot! However all joking aside, the more actions we can complete and document as closed before the pre-meeting packs are compiled, the nearer we get towards our goals and the more time we can save at the meetings themselves. Win all round!

And to show we're not all work and no play, our two historical guided walks took place on Wednesday and Thursday, attracting members and their guests from as far afield as Horsham, Worthing and even Sevenoaks. Thanks to Graham for coming up with the idea, researching and making it all happen not just once but twice in one week, and for hosting the Thursday group, pictured here.



I hosted the Wednesday walk and needn't have worried about missing my usual tough exercise classes as our guide, Kevin Gordon, led us up numerous hilly side streets, steep pathways and though hidden twittens. Kevin was a fountain of local knowledge and entertaining anecdotes, and his engaging manner made the time speed by all too quickly.

A perfect way to spend a fine summer's evening, rounded off nicely by convivial conversation in the pub afterwards. We've forgiven The King's Head for being out of Harveys beer on the Wednesday evening and having to settle for the rival Dark Star instead!

Weekend Update 15 "What's your name and where d'ya come from?"

Date 9 August 2015

We hope to hold a similar walk elsewhere in next summer's programme and also arrange some daytime visits to places of interest, especially for our retired members. In the meanwhile, if you have any more ideas for fantastic social events, I'd love to hear from you at [secretary@sussexcii.org.uk](mailto:secretary@sussexcii.org.uk)

Hoping everyone has a great week, especially many of you who are off on your holidays. And especially David and Sarah Boghurst who were married on Saturday. Photo next week!

Best wishes



Dates for the Diary:

August	September	October	November
Minimal bookings due to availability			Quiz still to be added?
1 Sa	1 Tu	1 Th Diversity training CR	1 Su
2 Su	2 We Personal Impact - CR	2 Fr	2 Mo London FP Sympos'm
3 Mo ###	3 Th Council reports deadline	3 Sa	3 Tu CDM JH?
4 Tu	4 Fr STRATEGY GROUP GJ	4 Su	4 We News d'line/Careers Fair
5 We Lewes walk (1) GJ	5 Sa	5 Mo Wk 41	5 Th
6 Th Lewes walk (2) GJ	6 Su	6 Tu	6 Fr
7 Fr	7 Mo ###	7 We	7 Sa
8 Sa	8 Tu	8 Th IIS/NDII Jt CPD Conf	8 Su
9 Su	9 We PROGRAMME PB	9 Fr	9 Mo ###
10 Mo ###	10 Th CPD Conf mtg PB/SS/IZ	10 Sa	10 Tu
11 Tu	11 Fr	11 Su	11 We
12 We	12 Sa	12 Mo CII Written Exams ###	12 Th Jt Network Event Btn Uni
13 Th	13 Su	13 Tu CII Exams & PFS Conf	13 Fr
14 Fr	14 Mo ###	14 We CII Written Exams	14 Sa
15 Sa	15 Tu	15 Th	15 Su
16 Su	16 We	16 Fr	16 Mo ###
17 Mo ###	17 Th COUNCIL ML	17 Sa	17 Tu FS Sales Skills(breakfast)SS
18 Tu	18 Fr	18 Su	18 We Council reports deadline
19 We	19 Sa	19 Mo ###	19 Th
20 Th	20 Su	20 Tu	20 Fr
21 Fr	21 Mo ###	21 We Red. the Cost of Error SS	21 Sa
22 Sa	22 Tu	22 Th	22 Su
23 Su	23 We Diversity training CR	23 Fr	23 Mo PROGRAMME PB ###
24 Mo ###	24 Th	24 Sa	24 Tu
25 Tu	25 Fr	25 Su	25 We Writing to express SS
26 We	26 Sa	26 Mo ###	26 Th
27 Th	27 Su	27 Tu	27 Fr STRATEGY GROUP?GJ
28 Fr	28 Mo ###	28 We	28 Sa
29 Sa	29 Tu Professional Indemnity GJ	29 Th	29 Su
30 Su	30 We	30 Fr	30 Mo ###
31 Mo August Bank Hol. ###		31 Sa	