



### President's Round Up – Mark Longford



I've had a few days off this week and couldn't have picked a better one for good weather! Whilst I relaxed, the team was busy preparing students for the AF3 Pension Planning exam, listening to an insightful presentation on Professional Indemnity by Tom Irving (a colleague of Graham's), and undergoing Colin's Diversity Refresher session. The Supermoon eclipse on Sunday occurring during our inaugural year (I set my alarm to see it) is surely a good omen. Naturally being an insurer I prefer to ignore some of the more Apocalyptic prophecies that the press churned out!

We are now entering our main season for events, which Susan will guide us through. I remain focussed on our budget and continuing to streamline the way we operate to maximise use of everyone's valuable but scarce time. This will be one of the themes when Pauline and Graham host our first Company Champions' meeting. We are very grateful for our new team's support and hope that by sharing ideas over a working supper, we can reach out to ensure IIS delivers our career development and support agenda effectively.

The teams are preparing questions that we can put to our members shortly using the Survey Monkey online questionnaire tool. We have access to a basic version but I have learned that the CII is considering buying a full licensed version for LIs to use. (I have asked if we can pilot this with our own survey and with Victoria's help.) As we approach the half way mark for this year, and conscious that there has been much change, I am keen to get feedback from Council and 2020 members. For speed this may be by a short survey with free format sections to comment. If you receive a copy in the next fortnight please, please complete it!

I hope to have a number of acceptances for our Sussex Seniors event when I return to the office. I will be joined by my wife Kate and Council members to host an Afternoon Tea at Sheffield Park. The pace of business life is accelerating constantly but many of the challenges we face are not new and I will enjoy the conversation and seeing old friends meet.

Lastly is a friendly comment from Susan about Thursday's Development Conference – "No pressure, Mark, but you will be specifically marked on your performance in the 122 feedback forms." I will do my best as Conference Chairman but I may not be allowed back to write for Simply Sussex next week...!



### Secretary's Soundbites (AKA Susan's Stamp!)



### BEST OF LUCK!

What thoughts does October conjure up for you? Autumn colours and pumpkins perhaps? However if you're Diana or one of the 129 candidates heading for Horsham's Holbrook Club next week, it means CII written exams!

Diana runs our exam centre very efficiently and always goes the extra mile to ensure all candidates receive a warm welcome and are put at their ease, so they can concentrate solely on performing well. In our recent Annual Local Institute Assessment, we achieved the full 30 marks under the exam centre section, and were delighted to receive such positive feedback from candidates. Thanks Diana for all the hard work and attention to detail that you and your fellow invigilators put in so tirelessly each session, to make everything run like clockwork and our candidates feel valued.

Not only does IIS support our students through the Sussex exam centre but we can also offer study help. From sitting in on our P05 Insurance Law Study Day in July and AF3 Pension Planning Revision Workshop last Wednesday, I found it so rewarding to see participants emerging from the sessions with a much better understanding of their syllabus, re-energised and with clear plans of action. There were several obvious light bulb moments on both courses.



Wednesday's session, led by Norman Cochrane, started with question styles and exam technique, gathering momentum into auto-enrolment and other different types of pensions, with opportunities for delegates to practice case study questions and calculations in a supportive environment. This helped to clarify and consolidate

learning, and will enable candidates to make best use of the time remaining before the exam.



Study support is now very much part of our programme and we are holding an R08 Revision Workshop in Worthing on 29 October – online booking now available via our website. We also intend to run further study events next year, both for specific general insurance and financial services exam modules, plus generic exam technique, so please let us know if you have any particular subject requests.

If you are taking exams soon, Mark and I would both like to wish you the very best of luck and hope that all of your dream questions come up!



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It's really exciting as the Conference is only 4 days away now - we look forward to seeing you there. A word of reassurance to Mark, our Chairman for the day. Don't forget that as a delegate, you're eligible to complete a post-event feedback form too, so that's one vote in the bag already for you!

Finally, do follow us on Twitter (search Sussex CII) and keep watching our website.

Best wishes as always.

Dates for the Diary:

October	November	December	January	February
TBA for Rep il pre-meet da items		Minimal bookings due to availability		AMM Review date tba
Training CR	1 Su	1 Tu COUNCIL RC to run	1 Fr New Year's Day	1 Mo
	2 Mo London FP Sympos'm	2 We	2 Sa	2 Tu Info gathering skills SS
3 Sa	3 Tu CDM JH?	3 Th	3 Su	3 We
4 Su	4 We News d'line/Careers Fair	4 Fr Christmas lunch SS	4 Mo	4 Th
5 Mo	5 Th	5 Sa	5 Tu	5 Fr
6 Tu Company Champions PZ	6 Fr	6 Su	6 We	6 Sa
7 We CII Diversity Council	7 Sa	7 Mo	7 Th	7 Su
8 Th IIS/NDII Jt CPD Conference	8 Su	8 Tu	8 Fr	8 Mo
9 Fr	9 Mo	9 We	9 Sa	9 Tu
10 Sa	10 Tu Annual Charity Quiz IS	10 Th	10 Su	10 We Clandon fire talk ML
11 Su	11 We	11 Fr	11 Mo	11 Th
12 Mo CII Written Exams	12 Th Jt Network Event Btn Uni	12 Sa	12 Tu	12 Fr
13 Tu CII Exams & PFS Conf	13 Fr	13 Su	13 We Insurance Act talk? PB	13 Sa
14 We CII Written Exams	14 Sa	14 Mo	14 Th	14 Su
15 Th	15 Su	15 Tu	15 Fr	15 Mo PROGRAMME PB
16 Fr	16 Mo	16 We	16 Sa	16 Tu
17 Sa	17 Tu FS Sales Skills(breakfast)S	17 Th	17 Su	17 We President's debate? ML
18 Su	18 We Council reports deadline	18 Fr	18 Mo	18 Th
19 Mo	19 Th Rep Council	19 Sa	19 Tu	19 Fr
20 Tu	20 Fr	20 Su	20 We Donoghue V Stephenson	20 Sa
21 We Red. the Cost of Error SS	21 Sa	21 Mo	21 Th	21 Su
22 Th	22 Su	22 Tu	22 Fr	22 Mo
23 Fr	23 Mo PROGRAMME PB	23 We	23 Sa	23 Tu
24 Sa	24 Tu	24 Th	24 Su	24 We
25 Su	25 We Writing to express SS	25 Fr Christmas Day	25 Mo	25 Th
26 Mo	26 Th	26 Sa Boxing Day	26 Tu Insurance Act talk? PB	26 Fr Review IIS H&S policy (SS)
27 Tu	27 Fr STRATEGY GROUP GJ	27 Su	27 We	27 Sa
28 We Sussex Seniors	28 Sa	28 Mo B/H	28 Th	28 Su
29 Th R08 revision 1/2 day	29 Su	29 Tu	29 Fr ANNUAL DINNER	29 Mo
30 Fr	30 Mo	30 We	30 Sa	
31 Sa		31 Th	31 Su	