



**President's Round Up – Mark Longford Good Things Come In Threes**



This was the week that all the effort that we have all been putting into regenerating Sussex since 2012 was released and we moved the throttle levers to full power. Rather like Mandy Hickson describing flying over the Brecon Beacons... with a cheeky wave to the hiker below!

Here's how the teams are performing.

**ONE : Membership Engagement** Our Company Champions' event on Tuesday supported by 2020 colleagues was a huge success. The energy and commitment that filled the room was very special. New friendships were made and Pauline's team completed two flipchart sheets with ideas and commitments. Nikos from CSR spoke passionately on the need to be inclusive. We also connected with our Sussex Seniors this week and we will now be hosting over 30 guests and their families at Sheffield Park this month. I was especially thrilled when Zoe offered to join us as she will be able to share news on the exciting 2020 initiative.

**TWO : CSR** The team arranged for charity tins to be taken to the Learning and Development Conference. Zoe and Richard were deployed to stand by the exit doors and raised a staggering £62 towards The Insurance Charities Fund! We would now like to repeat this at all events, especially those with free refreshments provided, and include a brief request for support with collecting tins placed near to the food and drink.

**THREE : Programme** Paula and the Dinner team issued their e-flyer for the Annual Dinner following detailed planning work. We are delighted to confirm that our guest speaker this year will be Steve Nallon ([www.nallon.com](http://www.nallon.com)). Steve was the leading impressionist on the award winning Spitting Image series and is widely recognised as one of Britain's most entertaining raconteur impressionists and satirists. Steve will join us to provide a unique and memorable evening. Without doubt, the Learning and Development Conference was a resounding success! Well done and thank you to Susan, Zoe, Richard and Phil for getting this very professional high profile event over the line with our colleagues from North Downs.

On the **Personal Finance Society** front, congratulations to Financial Adviser and Company Champion, Claire Walsh, who was promoting the value of independent financial advice last Tuesday on CH4 News. We will re-tweet any future assignments so be sure to follow @sussexcii.



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

**TEAMWORK MAKES THE DREAM WORK!**

Not just the catchphrase of the character, Sonny, in the film 'The Best Exotic Marigold Hotel' but IIS proved it last Thursday!



Jointly with North Downs Insurance Institute (NDII), we were finally able to achieve our long-standing dream of hosting a prestige all-day Learning & Development Conference. This was the culmination of 9 months' dedicated teamwork by Phil, Zoe and me from IIS and our NDII counterparts, Julie Bradley, Maria Self, Paul Tunnell and Roger Aburrow, plus



welcome support from Julie Hicks, NDII's Area Marketing Manager. Through working and planning together, we facilitated a full day of quality CPD seminars and networking for at least 110 general insurance and financial services delegates, mostly IIS and NDII members. Some of our Company Champions not only attended but managed to persuade several of their colleagues to come along –



what a great start!

We enjoyed a varied programme and a great line-up of speakers. Mandy Hickson's amazing motivational seminar drew on her career in the RAF, as one of the first women to fly a GR4 Tornado operationally. Mandy had us all spellbound with her personal story, humorous anecdotes and fantastic film footage, perfectly illustrating her motto of 'Dream it. Believe it. Do it,' and relating her experiences to civilian business life. She too is passionate about teamwork and told us about when she was due to retake a flying sortie exercise for the third and final permitted time, (the aptly named 'chop ride') and how her 6 male colleagues helped her to practice manoeuvres by riding their bicycles around an empty hangar, even though it could jeopardise their chances of all getting jobs if she were to pass.

During the rest of the day, we had the chance to learn about Fire Forensics, Terrorism Insurance, CII developments, current regulatory topics, the Financial Ombudsman Service and Memory Skills. And readers of last week's Simply will be delighted to hear that Mark made an excellent Conference Chairman.

Many thanks to Zurich Insurance Group, who kindly sponsored the event.

Finally, why not check your diary and see if you can join us for Christmas lunch at City College, Brighton, on Friday 4 December? Come along, perhaps with your colleagues, and enjoy an excellent 3 course festive-themed menu plus tea or coffee, and a mince pie, all expertly prepared and served for you by the college's catering students. Good value at only £18 per person. Full booking details will be available later this week by e-flyer and on our website. Go on; treat yourself to an extended lunch break and let's have a party!



Best wishes as always.



**All these initiatives take time to put together.** I mentioned last week that I am preparing a short questionnaire for the council members to help us to focus on what we as a team can do better during the second half of my presidential year. Even before I send this out several people have said 'Time Commitment' will be high on their list. We have relied heavily on support from our non-working members and we must do all we can to ensure that working members can accommodate IIS work alongside their day jobs, social and family life. I hope that the Planner has helped and I will work with Susan and the Team Leaders to streamline operations further. Of course, 'Many hands make light work' so please continue to volunteer as we make Sussex great! Thanks, Mark



October	November	December	January	February
<i>TBA for Rep il pre-meet da items</i>		<i>Minimal bookings due to availability</i>		<i>AMM Review date tba</i>
Training CR	1 Su	1 Tu COUNCIL RC to run	1 Fr <b>New Year's Day</b>	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 <b>Christmas Day</b>	25 Mo	25 Th
26 Mo	26 Th	26 Sa <b>Boxing Day</b>	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>B/H</b>	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	



Annual Dinner Insurance Institute of Sussex - 2016

Preparations are underway for our special 2016 Annual Dinner. We invite you and your guests to help us celebrate our 'new' name and join us for an enjoyable evening on Friday 29 January 2016.

The Venue - The Grand Hotel, Brighton; which has proved an excellent location for our previous Annual Dinners. More information on the Grand Hotel can be obtained from: [www.grandbrighton.co.uk](http://www.grandbrighton.co.uk)

#### The Attractions

There will be a three-course meal and we are able to offer you a place at £70 (group tables of 10 at £700). You can meet our president, Mark Longford and members of Council, Robert Fletcher, National President of the CII, and our guest speaker. There will be a raffle for the benefit of the Insurance Charities during the dinner.

We are delighted to confirm that our guest speaker this year will be Steve Nallon ([www.nallon.com](http://www.nallon.com)). Steve was the leading impressionist on the award winning Spitting Image series and is widely recognised as one of Britain's most entertaining raconteur impressionists and satirists. Steve will join us to provide a unique evening of comedy to make the evening memorable.

We are delighted to be welcoming Robert Fletcher, President of The Chartered Insurance Institute (CII).

To celebrate our new name, we will be rounding off the evening with music from the live band, the 'Retro Pack'; a Rat Pack Swing Rock'n'Roll & Soul Band to listen or dance to. Their material may come from past eras but most of it will be familiar from Hollywood TV and revivals by artists like Michael Bubl , Jools Holland or Diana Krall.

Next Step - For further information please contact me. To reserve a ticket please let me know how many tickets you are likely to require. Formal bookings can be made online at [www.sussexcii.org.uk](http://www.sussexcii.org.uk) in due course.

We forward to meeting and welcoming you to our dinner.

Further Information - For more information and to reserve your tickets, please contact our dinner secretary, Paula Cook, at [annual-dinner@sussexcii.org.uk](mailto:annual-dinner@sussexcii.org.uk).