



**President's Round Up – Mark Longford Empty Chairs at Empty Tables**



For many of us exams are fortunately a distant memory. So when Susan asked me to Tweet 'Good Luck' to those sitting exams this week, I remembered those late night revision sessions, the slow squeaky footsteps of the invigilators and the panic when the 'Last 10 minutes' were called. I dreaded leaving the exam room where there was always someone who had finished early and dissected the paper as professionally as the examiner would. Disheartening! However, I also remember the sense of pride when I passed, not every time, and decided it was worth putting myself through the ordeal again (the following year in those days).

I mention this to encourage those who are now waiting to hear their results. This is the time when you will be asked 'how you got on'. It's easiest to be non-committal, often managing a boss's expectation. Towards the end of my exams, I was relieved to see my boss's confidence when she started budgeting for awards before the next text books had arrived. What an incentive! Whatever your results, you have our best wishes and commitment to you. Take full advantage of the Exam Revision sessions arranged by Richard and Susan.

For some, logging CPD is a chore but as our exams fade into the past and legislation and practice changes, we all need to keep our knowledge up to date. At our recent Learning and Development Conference, Julie Hicks, CII Area Marketing Manager, described a new CII App for logging online from our phones and tablets. Julie also explained how the number of written exams is diminishing as candidates rarely write for long periods. Keyboard entry is the way forward but I confess I would be at a severe disadvantage as I 'pick at keys like a chicken pecking for grain' as my head bobs up and down.

Sussex is very fortunate to have many talented members willing to contribute their time and expertise to help our members. Subject to election at our April AGM, Richard Cohen will become our next President. This is an honour in itself but last Wednesday Richard was elected as Chairman of Sussex Personal Finance Society. A first for Sussex and following on from Chris Denham's similar achievement for Brighton in 2010/11. I cannot think of a better person to hand over to and wish Richard many congratulations from us all (and good luck as you await your own results for the demanding AF3 paper you sat this week).



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

**READY STEADY CLICK!**



Have you seen the extra events we've added to the website this week, all just waiting for you to log on and book? What better to follow the buzz of our recent Conference than some more seminars to keep your CPD topped up and fun to enliven your social life?



If you're sitting the R08 exam soon, don't leave it to chance. Why not check in for our R08 Revision Workshop at Nsure, Worthing, on **29 October**? Hurry as bookings close on Thursday.

On **3 November** at RSA Horsham, Iain Salkeld of Crawford Surveying Services, will be explaining about the Construction (Design & Management) Regulations 2015. This session will be of special interest to all property claims handlers, whether involved with household or commercial risks. In addition to IIS members and their guests, we would love to see any RSA non-members. Many thanks to RSA for hosting and to Sarah Sansom for facilitating this.

**10 November** sees the return of our Annual Charity Quiz at the Martlets Hall, Burgess Hill . . .

*A message from our Annual Charity Quizmaster Ian Sadler and Charlotte Penson representing our CSR Team.*



"The Annual Charity Quiz is a great event for all to enjoy. There is always hilarious banter between me and the teams and we use the latest technology. Yes, we even have a leaderboard just like 'Strictly' to ensure that the scoring is done properly and you can follow the action at the end of every round!

The questions are all general knowledge and not insurance-related. To reassure you, here are a few that I asked in last year's News and Events round!

Q On which date was Easter Sunday this year?

A **Sunday 20 April**

Q What is the name of the first ever UKIP MP?

A **Douglas Carswell (Clacton)**

Q How many medals did England win in the 2014 Commonwealth Games in Scotland?

A **174**

So as you can see, they are at a level where everyone can have a go. Drinks are served on the tables, a tasty buffet is provided and it's a totally relaxed atmosphere. Each team creates their own team name and it's an evening of good laughs and fun.

This year we will be having a charity round supported by the CSR team to raise money for the Shoreham Air Disaster fund, and would be delighted to receive your donations for this very worthy cause. "

*Ian & Charlotte*



I'm sure that as in previous years, Ian will throw a few tricky and obscure questions into the mix but that just adds to the amusement!

This is only a selection of our events between now and early December so I'll tell you about some of the others next week.

Finally, we have had such a fantastic response to our Sussex Seniors' Afternoon Tea that our group is far too large for Sheffield Park to accommodate, likewise for any other nearby tea rooms on our chosen date. Under the circumstances, it has been necessary for us to change the date and location. The event will now take place on Wednesday 4 November at Cafe Elvira, Borde Hill, and Mark will be writing to everybody who accepted the original invitation. We hope that they will still be able to attend.

Best wishes as always.



### **Celebrating Sussex - Our Annual Dinner 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) very soon.

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 [dinner-secretary@sussexcii.org.uk](mailto:dinner-secretary@sussexcii.org.uk)



October	November	December	January	February
<i>date TBA for Rep Council pre-meet agenda items</i>		<i>Minimal bookings due to availability</i>		<i>AMM Review date tba</i>
1 Th Diversity training CR	1 Su	1 Tu COUNCIL RC to run	1 Fr <b>New Year's Day</b>	1 Mo
2 Fr	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/SRF/ Seniors	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	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	