

The Premium Masterclass Series

The Insurance Institute of
Northern Ireland



Six CPD Events for the Insurance Industry in 2016-17



Neil O'Brien
*Habit
Intelligence*



Rene Carayol MBE
*Attitude &
Culture*



Prof Feargal McCormack
*Service: How Much
Do You Care?*



Philip McBride
*Negotiation &
Influencing*



Mark Gallagher
*Risk Management:
Lessons from F1*



Branko Bjelobaba
*FCA Update:
Double Session*



Caitriona Somers
*Technology in
Insurance*



Peter Staddon
MGAs



Mike Wood
*Blame: Professional
Negligence*



Dave Westall
*The Underwriting
Trade-off*



Alana Roche
D&O Insurance

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 helping you achieve 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

Series Partners:



The Premium Masterclass Series

Thursday 15th September 2016, 08.30-11.00 (includes breakfast) **Clayton Hotel, Ormeau Ave, Belfast**



Neil O'Brien *Habit Intelligence in Times of Change and Uncertainty*

A published author in the area of Mental Fitness, Neil has become Ireland's number one corporate conference speaker on the same topic. As well as working with clients such as Microsoft, Coca-Cola and o2, Neil also coaches elite and professional sports people on their mental fitness and has advised Ryder Cup golfers, professional athletes, tennis players and footballers. Drawing on the 3 competencies of Mental Fitness, Neil will deliver a talk entitled 'Habit Intelligence' focussing particularly on how to succeed in times of change and uncertainty.



Caitriona Somers *Technology in Insurance*

Caitriona was the CEO of a multi-national, loss adjusting, insurance policy and claims administration services firm. She has extensive board experience and was recently awarded an MSc in Digital Innovation from UCD Smurfit. She will discuss the dilemmas facing the insurance sector and possible impacts to traditional business models as a result of ICT enabled change – such as social media, big data and mobile – and future advancements like AI, Self-drive cars, Drones, 3D Printing, Augmented Reality and Blockchain. Giving an overview of how these technologies can benefit both insurer and customer, Caitriona will also suggest how to ensure that ICT enabled change makes good business sense.

Thursday 20th October 2016, 08.30-11.00 (includes breakfast) **Clayton Hotel, Ormeau Ave, Belfast**



Rene Carayol MBE *Culture & Transformation*

Rene is a business guru with unmatched credentials. He is a regular broadsheet columnist and a critically acclaimed television and radio presenter with the BBC and Sky News. An internationally renowned speaker and best-selling author, Rene has had the privilege of working closely with some of the world's best leaders including Bill Clinton, Kofi Annan, Colin Powell and Sir Richard Branson. He will explain how company culture can transform both the individual and the collective.



Peter Staddon *MGAs and their Place in the Market*

Peter is Managing Director of the Managing General Agents Association and an experienced insurance industry practitioner having worked for over 40 years in broking and delegated authority markets. His presentation will detail the history of Underwriting Agencies and why the MGAA was set up and by whom. It will explain how MGAs are seen by the regulator and how they are different from wholesale brokers. It will identify what an MGA is and how their particular skill set fits within the current two tier system therefore Insurers and Insurance brokers can both benefit from their presence within the UK general insurance market.

Thursday 24th November 2016, 08.30-11.00 (includes breakfast) **Clayton Hotel, Ormeau Ave, Belfast**



Professor Feargal McCormack *Service: How Much Do You Care?*

Feargal is Founder and MD of PKF-FPM Accountants. The practice started as a one man business in Newry and has grown to be one of the leading accountancy and business consultancy practices operating on the island of Ireland and globally, as part of PKF International network family. PKF-FPM is the first firm to hold both the UK and Irish Accountancy Employer of the Year Awards concurrently and seen-off competition from 'The Big 4' on both occasions. Feargal will outline his views on 'service excellence' in financial services and share how PKF-FPM's success has been built on a desire to 'serve and care'.



Mike Wood *Blame: Professional Negligence*

Based in Liverpool, Mike is Associate Director at Griffiths & Armour Professional Risks. He is a frequent presenter at risk management seminars in GB, providing insight into the market and current claims issues. Within this presentation he will explore the increase in Professional Negligence claims against insurance brokers. He will also look at the common causes of Broker negligence claims and the lessons to be learned, offering simple risk management guidance to avoid future claims.

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



Philip McBride *Negotiation & Influencing in Business*

From Aerospace, Space and Defence to Security and Transportation, Thales is a market leader that helps its customers to create a safer world by giving them the tools they need to perform critical tasks. Philip McBride is General Manager of Thales Advanced Weapon Systems in the UK. His own career experience has ranged from leading small professional teams to managing almost 2,500 employees, across 5 different countries. He also currently serves as NI Chairman of the Aerospace, Defence and Security & Space Trade Association. Drawing on his career experiences Philip will share his views on Negotiation and Influencing in Business.



Dave Westall *The Underwriting Trade-off*

Underwriters of all insurances face a dilemma in a competitive market: "Should we reduce rates to maintain business volume, or should we stick to our pricing models and see business drift away?" This presentation will explore the relationship between price and volume and their respective effects on underwriting profit. Some "common sense" assumptions are tested, and found wanting! Having previously headed up the European actuarial function of a major International insurance group, Dave Westall is now Director of Delta Omega Consultancy and has designed, developed and delivered training to insurance professionals across Europe and as far afield as the USA, Bermuda, Russia, India, Bahrain and Singapore.

Thursday 9th February 2017, 08.30-11.00 (includes breakfast) **Clayton Hotel, Ormeau Ave, Belfast**



Mark Gallagher *Risk Management: Lessons from Formula One*

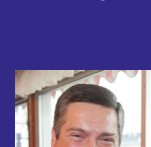
With three decades experience in international motorsport, including senior roles with the Jordan and Red Bull Racing Formula One™ teams as well as running Cosworth's F1 Business unit, Mark has worked with many of the sports leading figures and companies. In the process he has developed a unique insight into the way they operate. He has also developed a wide range of business interests in the sport, including creating a championship winning racing team. He is currently MD of Performance Insights Ltd, an F1 Analyst for BBC 5 Live and Non-Executive Director of Safety Systems. He will deliver a presentation entitled 'Risk Management: Lessons from Formula One'.



Alana Roche *Director's & Officer's Insurance*

Alana Roche is a Senior Development Financial Lines Underwriter and has been at AIG for almost 10 years. She specialises in Financial Lines products including D&O, Crime, Employment Practices Liability, Professional Indemnity and Cyber Insurance. She has been a key speaker at many industry events, government events and is on the committee of The Insurance and Actuarial Society Glasgow. Alana will set out what cover you can expect from a Director's and Officer's Policy, identify common objections to buying a policy and provide real SME claims examples.

Thursday 9th March 2017, 08.30-11.00 (includes breakfast) **Clayton Hotel, Ormeau Ave, Belfast**



Branko Bjelobaba *An FCA Update (Double Session)*

Branko has a first class reputation for his expert knowledge on UK compliance and regulatory matters and their impact on the financial services and general insurance industries. Combining comprehensive knowledge with an engaging and unique presentation style, Branko manages to deliver sessions that inform, enlighten and even entertain! Branko has delivered at events for CII Institutes across the UK and many of these have had standing room only, which is unsurprising given the feedback that his sessions receive.

This special (double-session) masterclass will highlight the key changes made by the FCA and several key initiatives including: Thematic Reviews, Section 166s, Approved Persons' Attestations and Director Fines/Bannings plus the huge focus on Conduct Risk. Branko will explain what is expected by the FCA and the changes you should have made/will want to make.

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Northern Ireland



Masterclass *Dates*

2016 Thursday 15th September
Thursday 20th October
Thursday 24th November

2017 Thursday 19th January
Thursday 9th February
Thursday 9th March

Masterclass *Format*

- 08.30** Registration, Breakfast, Exhibition and Networking
- 09.00** Welcome – President of IINI
- 09.05** Partner Address
- 09.10** Keynote Speaker 1
- 09.40** Q&A with Keynote Speaker 1
- 09.50** Coffee Break
- 10.10** Keynote Speaker 2
- 10.40** Q&A with Keynote Speaker 2
- 10.50** Closing Remarks
- 11.00** Close

CPD and Ticket Details

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- A Season Ticket (available to IINI members only) costs £70+VAT and can be booked via www.cii.co.uk/northernireland
- 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. For more information call **028 9076 1030** or email info@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.

MEMBERS SEASON TICKET DISCOUNT

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

Book now via www.cii.co.uk/northernireland or for more information call **028 9076 1030** or email info@podiem.com

NON-MEMBERS

Non-members & non-season ticket holders can pay **£20+VAT (£24 inc VAT)** at the door providing there is availability at that event.

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