

## **Kendal Ince**



Kendal Ince is a top producer at ICBL.

He has over 20 yrs of sales experience; of which 13 years has been in the Life Insurance Industry. He was named Life underwriter of the year 2011 at The BARAIFA annual awards presentation in June 2012.

Kendal prides himself on helping his clients realize their dreams and provide security for their families. He is driven, a problem solver, a quick learner and one who assumes and accepts responsibility for his personal and a professional success.

## Loeri Robinson



Financial Advisor, Sagicor

Loeri Robinson, despite her youth in the insurance industry is one of the high achievers at Sagicor Life Jamaica, the Caribbean's leading insurance company. Qualifying for the Million Dollar Round Table (MDRT) three consecutive years, JAIFA "Production Man of the Year" 2011 and now an Executive Agentis just the tip of the iceberg for the up-and-coming professional.

Recruited as an Advisor for Sagicor in 2008 after completing her BSc in Banking and Finance with First Class Honours, she found the opportunity irresistible and has since made massive strides in the industry. The now 28 year old quickly began making a name for herself at the insurance giant, earning the second place title in the 2009 award for Rookie of the Year race at the company.

The charismatic business tycoon admits that her journey with Sagicor began many years ago when her father's passing resulted in his assets being stripped by the mismanagement of his estate, leaving the family to survive on the assurance of a Sagicor insurance policy.

## Mirna Paul



Mirna Paul currently Sales manager at RF&G Life Insurance Company joined this company in 2007 as a sales Representative where she made her mark in the industry and is seen as a trailblazer.

Previously she worked with Sagicor where her Career in marketing Life and health Insurance began in 2005. She also worked with NGO's such as the YMCA of Belize, HABITAT for Humanity Belize, now known as Belize Housing Mission. Her Career path has always been a part of her passion which is that of helping others and a desire to make

a difference in the lives of people hence she decided to take the path to the Life Insurance Industry.

At RF&G Life she was one of the first Sales representatives hired to market Life and Health insurance since then the sales team and the company has grown significant and she has maintained her mark as a leader. She holds the insurance designation LUTCF and is constantly studying to upgrade her insurance skills and knowledge.

She is the Vice President of Belize Association of Insurance and Financial advisors (BelAIFA) and she also serves in the capacity of a mentor for the Youth Business Trust in Belize- this organization assists young entrepreneurs to start their own business.

She was born and raised in Honduras C.A. Her journey to Belize began in October 1993 and since then she has made Belize her home. She is fluent in both Spanish and English.

She is mother of one vibrant daughter who is currently 12 years old. She is now a citizen of Belize and is also Justice of the Peace, serving people in that capacity in keeping with her quest to always be rendering needed service to the people of Belize.

She was named BelAIFA's Top Producer for 2011.

## **Donna Jobe**



Donna Jobe resigned from the Ministry of Agriculture and entered the insurance industry 2008. In the first year at Pan American Life (formerly ALGICO) she attained over half of a million dollars in sales and was awarded Rookie of the Year. Donna was just getting warmed up. In 2010 to 2011 she was awarded Agent of the Year bringing in for combined Life and Personal Accident just shy of the million dollar mark!

Mrs. Jobe is MDRT qualifier and has double qualified for several Company Conventions. Donna is happily married to Mark Jobe who has been a blessing through the years. Mr. Jobe is her number one supporter.

Ms. Jobe is a highly motivated individual who exuberates professionalism and excellence in her career. Donna loves meeting new people and has a passion for life which she attributes to her relationship with God. In conclusion Ms Jobe can be précis as the personification of her personal mantra, "Do unto others as you would have others do unto you"

She was named TTAIFA's Top Producer for 2011/2012.

## Frederick Maryuen



Frederick Maryuen started his Insurance career in 1973 in Kingston Jamaica and after four years returned to Trinidad and continued with Jamaica Mutual Life which was taken over by Guardian Life of the Caribbean Ltd. In 1975 he received his first qualification in the MDRT (Million Dollar Round Table). This achievement had a bit of history in that it was the first time a Trinidad & Tobago national had done this.

His next goal was to attain life membership of the prestigious MDRT. This meant that he had to qualify for six consecutive years; this was realized at the age of 35, after two years of relocating to Trinidad & Tobago. Frederick continued to qualify for membership each year as well as to attend as many MDRT conventions as possible. He was awarded Agent of the Year in 1983. His next MDRT goal was to Qualify for the Quarter Century Club (25 years of membership) this was attained in 1999.

In the year 2006, he acquired a Golden Guardian and served as part time Corporate Agent and maintains his passion to offer service to his clients. He had a desire to Qualify at the highest level of MDRT which is Top of the Table. This entailed having to do six times the regular MDRT qualification. Frederick became qualified in 2011. Frederick was not a happy person upon attaining his Golden Guardian, as he always felt he had unfinished business to take care of. He believed that where attention goes energy flows and results show, and very important if you practice any type of faith, with Gods' help you can accomplish anything.

Frederick shares with his fellow Agents his formula for Productivity:

**GOALS + (ACTIVITY X SKILLS) = PRODUCTIVITY**

He was named TTAIFA's Top Producer for 2011/2012.

**Yolande Natalie Donaldson**



Yolande has been married for 21yrs and is a proud youthful mother of 3 wonderful children, her eldest a son age 24yrs (Married), a daughter - 18yrs and another son -10yrs. She began her career when she joined the Bank of Nova Scotia in January 1987. She was later transferred to Scotia Jamaica Life Insurance Company Limited and started sales in this subsidiary in June 1998 to date.

Yolande's motto is 'Changing lives one day at a time'.

Today, Yolande is a Senior Insurance & Financial Advisor and named JAIFA's Top Producer – Bancassurance 2011 -2012.

## **Belize - Abel Simpson Sr.**



For the past twelve and a half years Abel Simpson has been making his mark on the Insurance industry: eight of those years have been spent with Sagikor Capital Life Insurance Company Ltd. Mr. Simpson has been Sagikor's top producer for four of the past five years and has qualified for the company conventions for the past four consecutive years. He has also qualified for the Million Dollar Round Table on multiple occasions. In the past Abel was honored with the post of president of the Belize Association of Insurance and Financial Advisors (BELIFA). Recently, Mr. Simpson has completed his LUTCF designation and is currently pursuing further education in the financial field. On a personal note, Abel is the owner and manager of Simpson's Insurance Agency Ltd. (SIAL) and is married and a father of four. Mr. Simpson believes he owes all his success to his commitment and dedication to his clients.

## **Guyana - Maurice Watson**

Most Recently Recognized as Top Producer for July 2006, Maurice is at it again... Now as CLICO's Top Producer for September!

And it's no surprise, as with his four decades of experience in the Financial Services Industry, Maurice Watson brings a wealth of innovation to his portfolio as Managing Director, Insurance Advisory Services.

This Million Dollar Round Table (MDRT) member has undoubtedly kept pace with the changing demands of the industry and the increased needs of his clients. Maurice's heightened awareness and focus allows him to develop original responses to the ever changing requests of CLICO's customers, and to remain consistently ahead of the times in a dynamic marketplace.

It is through talented and committed professionals like Maurice Watson that CLICO proactively satisfies the expectations of its clientele.

Maurice Watson- A worthy achiever and a beacon for others to follow.

### **Trinidad - Dale McLeod**



Manager, Dale McLeod Agency, Guardian Life of the Caribbean Limited

Dale McLeod is Manager, Dale McLeod Agency, Guardian Life and Managing Director of KRAT Investments Limited located at 6 & 6A Saddle Road, Maraval, in a building totally owned by KRAT Investments Limited. He is also the only shareholder.

KRAT Investments Limited is a Trinidad & Tobago registered Company, involved in the sale and service of a wide range of financial products, inclusive of life insurance and pensions, general insurance, and investment products. KRAT Investments Limited is licensed to do business with Guardian Life of the Caribbean Limited, the leading financial services Company in the Caribbean , and a member of the Guardian Holdings Group, and Royal Skandia Life Assurance Limited, a well-known international company engaged in the provision of investment products, etc. KRAT Investments Limited employs a total of seven full-time administrative personnel and is responsible for the management and supervision of forty-seven agents. It continues to be one of the leading agencies within the Guardian Holdings group for many years and expects this growth to continue well into the future.

Mr. McLeod himself is a certified financial planner and is highly recognized as one of the leading financial services advisors and salespersons in the country as evidenced by a range of awards he has received over the years as outlined below.

## **Henderson Collins**



Henderson Collins joined the ICBL in 2007 as a Medical Claims Assessor and would move on to be an Insurance Advisor with them in 2011. He would soon be recognized as a leader in his field receiving the prestigious BARAIFA “Rookie of the Year Award” 2012 and the BARAIFA “Inner Circle Award” 2012. Committed to the industry and his own development, he has earned the LOMA designation of “Fellow of the Life Management Institute” with distinction in 2012. Henderson is also a graduate of the University of the West Indies Cave Hill Campus, and attained his BSc in Management with Honors in 2004. Henderson understands the importance of youth development and was pleased to volunteer as a Junior Achievement Mentor at the secondary level, an endeavor which he has found to be truly rewarding. He has a love affair with the ocean and can often be found enjoying the wonderful surf of the Beaches in Barbados.

## **Sandra Bascombe-Howell**



Sandra Bascombe-Howell joined the insurance industry in October 1991, spending 20 plus years at CLICO International Life Insurance Company. She joined Sagicor Life Inc in November 2010 as an advisor in the Sargeant’s Agency. Sandra is currently awaiting her final results from the Barbados Community College where she has completed an Associate Degree in Marketing. Mrs. Bascombe-Howell is also in the process of completing her LUTCF designation with just one module to finish. Sandra has the ability to design and present an efficient Life and Health portfolio to meet any need. If you want to plan for your future she can also advise you in the area of retirement planning. Since joining the industry, Sandra has qualified for

numerous awards for outstanding sales, consistency and top producer in her previous company. Since joining Sagicor she has qualified for “Advisor of the Month” consistently for a couple of months in 2011 and now in 2013. Sandra is an active member in the New Dimensions Ministries hospitality ministry, where she is a Team Coordinator/Leader, she also holds the position of Vice President of the Covertly Neighbourhood Watch. She has served on the board of directors as an Assitant Secretary and Director her most recent stint being the year 2012-2013 as Director. She also sat on the Erdiston PTA as a director. Sandra was named Life Underwriter of the Year 2012 at BARAIFA’s recent Awards Ceremony in June 2013.

### **Jassodra Ali**



Jassodra Ali joined the insurance industry in 2005 with Guardian of the Caribbean Ltd. She has been a prolific producer over the years and was the recipient of the Guardian Life Diamond Award and the Agent of the month on two occasions. Jassodra is a proven source of sound financial information and she enjoys transforming her clients’ dreams into reality. In so doing, she has established herself as one of the industry’s leading performers by qualifying for TTAIFA National Top Female Producer 2012 and the first time life qualifier for M.D.R.T (Million Dollar Round Table) 2012/2013. Her desire is to qualify at the highest level of MDRT which is Top of the Table.