



CARIBBEAN ASSOCIATION OF INSURANCE & FINANCIAL ADVISORS



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CARAIFA

President's Diary
* Executive Meeting

Editor's Note

Dear Colleagues,

The global crisis is affecting all of us in the region. The insurance industry has not been spared. It must be remembered that insurance has survived famines, depressions, wars and other calamities and will continue to grow from strength to strength.

CARAIFA on the other hand is on a constant path towards helping its members and by extension its associate members to operate with service and professionalism as the hallmark of their activities. This is why Caraifa is proud of administering the various educational courses which are being utilized by our members.

As Life Underwriters/Financial Advisors we must prospect well. With a more educated populace in this century the need for life, medical, disability insurance and retirement benefits is being seen as essential.

Let us all get the message to the public.

Sincerely,
Uelma Nicholson
Public Relations Director

CARAIFA 24th Annual Sales Congress May 23 -26, 2010
at
Holiday Inn SunSpree Resort Montego Bay

CARAIFA's 24th Annual Sales Congress
THE PASSAGE OF TIME...
The Power of Love
May 23 - 26, 2010
Holiday Inn SunSpree Resorts Montego Bay JAMAICA
Registration Fee:
Single Occupancy - US\$1395
Double Occupancy - US\$1115
Triple Occupancy - US\$946
Early Bird special of US \$1345 for single & US \$1065 for double: *Ends November 30, 2009*
Register online @ www.caraifa.com.
For further information contact JAIFA at (876) 927-3249/(876) 927-3765/(876) 9879506 or email jaifa@cwjamaica.com.



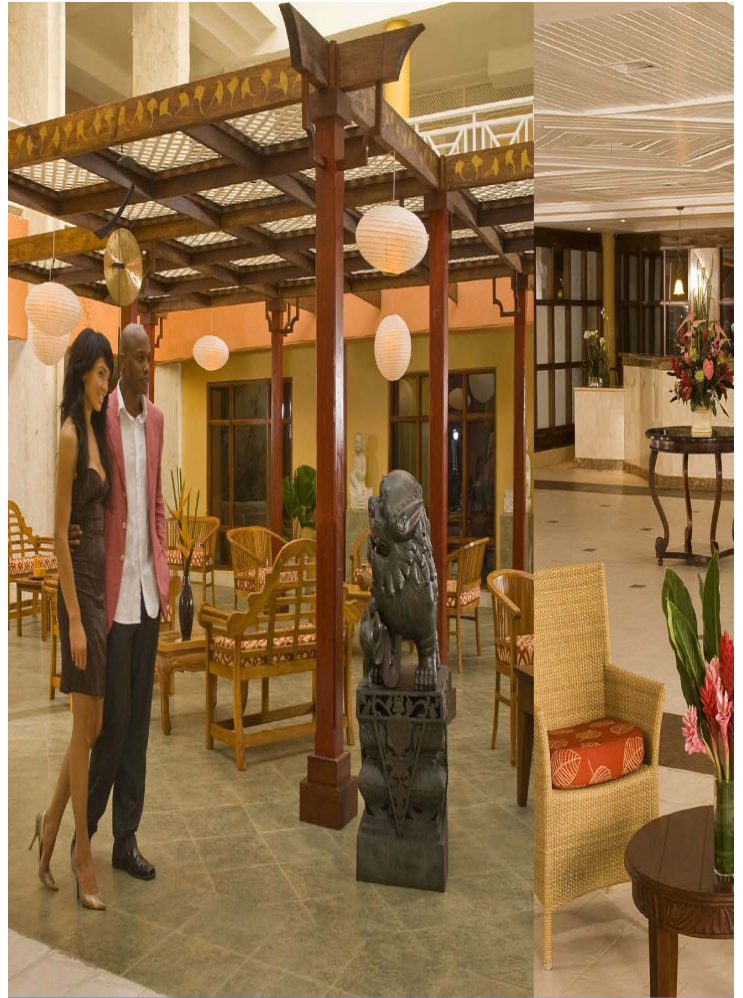
CARAIFA at 32
HAPPY BIRTHDAY!
October 30, 1977

Editor's Note Congress 2010 CARAIFA'S Birthday	1
Congress 2010-Hotel at a Glance	2-3
Managing your Finances and Healthy Tips on Finances	4
Association News	5-6
CARAIFA Foundation	7
Education Corner	8-9

CONGRESS 2010 HOTEL AT A GLANCE-
Holiday Inn SunSpree Resort- Montego Bay



CONGRESS 2010 HOTEL AT A GLANCE



Managing Your Finances in Harsh Economic Times

Proper management of your finances is an important activity that can help you to survive the current economic crunch. There are several ways that you can get the most out of your income, capitalize on financial opportunities and preserve your existing funds.

Here are some:

- M**ake sacrifices. Forego some usual entertainment and luxury activities.
- A**ssess your current financial situation and develop a recovery plan if necessary.
- N**ever operate without a monthly budget.
- A**void emotional and impulsive purchases.
- G**o to places that offer better value for money. Shop around and compare prices.
- E**liminate recurring expenditure that is non-essential.

- Y**early financial plans are excellent roadmaps. Develop one and stick to it.
- O**pen a compulsory savings account and stick with the required payments.
- U**nderstand your spending habits, eliminating expensive ones where possible.
- R**educe expenses by conserving on utilities and other essentials.

- F**ollow the first rule of wealth creation: pay yourself first
- I**dentify cost-saving alternatives where possible.
- N**otify creditors early where payments will be late to avoid penalty payments
- A**void borrowing for consumption where possible
- N**ever spend more than you earn
- C**redit cards should be used responsibly. Clear outstanding balances each month.
- E**liminate unnecessary expenses in your budget
- S**tart planning early for lifetime goals such as Housing, Education and Retirement

Good financial planning starts with good money management. Banking products and services such as high-interest savings accounts, certificates of deposit and foreign currency accounts are available to help you manage your finances. Speak to your bank and start managing your money today!

Once you have accumulated excess funds that exceed your day to day expenses, ensure that you maximize the return on them by investing them in higher-yielding products. There are several investment products such as Repurchase Agreements, Bonds, Stocks and Unit Trust Funds available to help you maximize the return on your investment and achieve your long term goals. Speak to your investment advisor about the investment that's right for you!

Health tips - Diabetes

5 Things You Need to Know

1. While there was a time when cutting fat out of your diet was considered smart, nowadays emphasis is on removing saturated (red meat, eggs) and trans-fats (commercially fried food, processed foods), while keeping monounsaturated (nuts and olive oils) and polyunsaturated fats (salmon, soy) in your diet.
2. Healthy eating is not restricted to food – studies show we should be drinking roughly 8 glasses of water a day to stay healthy and hydrated.
3. “Refined food” is another buzz word on the list of foods to avoid – this includes food that has been taken out of its natural state and processed, such as frozen dinners, breakfast bars and soft drinks. Sticking with “whole foods” that are in or close to their natural form is considered a healthier option. This includes fresh fruits and veggies, whole grains and lean proteins.
4. Eating healthy can reduce your risk of developing a number of health issues, such as diabetes, obesity and even some forms of cancer.
5. Many people are also turning to organic food as a means of healthy eating, to reduce exposure to pesticides and genetically modified foods.

ASSOCIATION NEWS

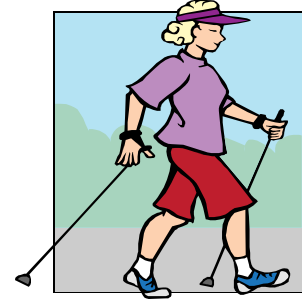
ANTIGUA

ABAIFA will be hosting their health walk on October 31, 2009, this fundraiser will be in recognition of the Day of Common Concern.

BARBADOS

BARAIFA held their AGM on June 19th, 2009 and the newly elected members are:

John Wilson	President
Lorena Best	Immediate Past President
Gay Griffiths	1st Vice President
Timothy Nicholls	2nd Vice President
Mona St. Louis	Honorary Secretary
Lionell Edghill	Assistant Secretary
Brian Porte	Treasurer
John Collymore	Education
Angela Evelyn	Membership
Alister Harris	Business Standards & Conservation
Janice Taylor	Programmes
Andrea Small	Social Activities



DOMINICA

DAIFA hosted the President's Convention, Education Council, Education Management Council and the Executive Meeting. We would like to thank Ideline Burton President of the Dominica Association of Insurance and Financial Advisor and her team for the reception given to President Maxim, Members of the Executive, President's of Associations, Education Council Chair and Education Representatives on our visit to Dominica in August 12th–15th, 2009.

We all had a great time in this beautiful Island of Dominica

BELIZE

BeLAIFA held their AGM on July 17, 2009 and the newly elected members are:

Judy McCutcheon	President
Olga Herrera	Immediate Past President
Dawn Henry	Vice-President
Shana Lopez	Secretary
Marsha Gill	Treasurer
Sheree Gabourel	Education Council
Brian Mossiah	Public Relations

GRENADA

In recognition of the day of common concern Grenada held a kidney awareness day at St. Georges University grounds on October 29, 2009. Bottles of water were sold and the public was educated on the benefits of drinking water.



JAMAICA

JAIFA hosted their annual award and induction ceremony July 9, 2009, the guest speaker was Rohan Barnett Executive Director of the Financial Services Commission. Merlene Daley was named association member of the year 2008 and Walter Grant production member of the year 2008 both of Sagicor Life Jamaica Limited. Errol Thompson of Guardian Life was leader in FYC (First Year Commission). Keisha Brown of Scotia Life production member of the year bancassurance category and Jacqueline McDonald of Guardian membership communication committee representative of the year.



Walter Grant - Sagicor



Errol Thompson -Guardian Life



Keisha Brown - Scotia Life



Merlene Daley- Sagicor



Jacqueline McDonald- Guardian Life

JAIFA AGM took place at the Knutsford Hotel September 16, 2009. The new elected members of the Executive and Board are:

- | | |
|---------------------|--|
| Carlton A. Gordon | President |
| Uelma Nicholson | Immediate Past President |
| Courtney Golding | 1 st Vice President |
| Delma Roberts | 2 nd Vice President |
| Davin Nairn | Treasurer |
| Beauchlare Leslie | Professional Development Institute |
| Christopher Law | Fundraising Director |
| Leslie Francis | Public Relation & Community Projects |
| Jacqueline McDonald | Membership Welfare & Social Activities |



Rohan Barnett
Executive Director:
Financial Services
Commission

TRINIDAD

TTAIFA held their retreat in Margarita September 24 - 27, 2009, this strategic planning session was held with the view to create their 5 Year Development Plan. This retreat was facilitated by Mrs. Judy Joseph Mc Sween - Strategic Planning Practice Leader of Odyssey Consult Inc. Staff and Board Members were in attendance.

In recognition of the Day of Common Concern TAIFA will be hosting its annual charitable Walk-a-thon on November 21st, 2009 at the Queen's Park Savannah. Under the theme "Positioned for Healthy Living"



To the Presidents of Cayman, St. Lucia and St. Vincent, the insurance industry has changed in recent times, as Presidents of your associations CARAIFA is aware of your commitment and will continue to work with you in these challenging times. We are one united people *linked by water*.

CARAIFA FOUNDATION



CARAIFA Foundation
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Give the gift of love, Make a Donation to the CARAIFA Foundation



The Foundation's Aim:

1. Intensify all efforts to alert the population in all territories on the need to prevent critical illness with health education.
2. To identify and pursue methods to strengthen the delivery of Health Care in member states.
3. To actively pursue and encourage health and wellness in the Caribbean.
4. To improve the lives of patients and their families throughout the region.

Congratulations to the winners of the raffle that was held in Tobago at CARAIFA'S 23rd Annual Congress.

The winners are:

Dave Hill- Jamaica,

Jillian Mitchell- Grenada

Stanley Browne- St. Vincent

Look out for the next raffle at congress 2010 in Jamaica.

Proceeds of the raffle will go towards the Foundation to improve the lives of patients and their families around the region.

EDUCATION CORNER



L-R: Carla Ashley-Grant, Yasmine Perry, Walter Grant, Howard Walker, Albert Lyon receiving their CARAIFA Award certificates at JAIFA'S Awards Ceremony on July 9th 2009

LUTCF Graduates

Claudette Jackson-Rickards

Oscar Wilks

FSS Graduates

Elizabeth Franklyn

Tyrone Lowe

Kammie Holder



EDUCATION CORNER

CARARIFA Student Handbook are now available to students via their local association. This we believe will help student through the education process. Please ensure you obtain a copy.



Important Dates to Remember

Semester 3, 2009 Examination:

Regular Examination	November 10th & 11th
Supplemental	December 15th & 16th



Deadline for Semester 1, 2010 registration is November 15th, 2009

Are you a LUTCF & FSS Graduate? YES! Then register for the CFP and CLU courses.

- Course 231 – Financial Planning Fundamentals
- Course 232 – Contemporary Practices in Financial Planning
- Course 233 – Comprehensive Practices in Risk & Retirement Planning
- Course 234 – Wealth Management and Estate Planning
- Course 235 – Advanced Taxation
- Course 236 – Law
- Course 237 – Applied Estate Planning