

CARI-NEWS

MEET CARAIFA'S NEW EXECUTIVE TEAM

July 31, 2011

Volume 9, Issue 3—“All Embracing, All Empowering, All Achieving”



From the left (clockwise): *Marcelle Fenton* – Secretary General, *Maxim Marquez* – IPP, *Emond Lewis Mitchell* – President, *Pauline McKenzie-Fairclough* – VP, *William ‘Nat’ Wiltshire* – Education Council Chair, *Fabian Carew* – CARAIFA Foundation Director, *Wynthrop Catwell* – PR & Communications Director, *Courtney Golding* – Marketing Director, *Alicia Birch* – Regional Congress Director

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CARAIFA AGM 2011

CARAIFA’s Annual general Meeting for 2011 was held on the beautiful Spice Isle on May 13th and 14th and was attended by delegates representing eight Associations plus the CARAIFA Executive. This vibrant bunch met to discuss and bring forward the business of CARAIFA and to champion the cause of their Associations.

The new executive for 2011-2012 is :

Emond Lewis Mitchell	- President
Pauline McKenzie Fairclough	-Vice president
Marcelle Fenton	-Secretary General
William “Nat’ Wiltshire	-Education Council Chair
Maxim Marquez	-Immediate Past President
Courtney Golding	-Director of Marketing
Alicia Birch	-Regional Congress Coordinator
Fabian Carew	-CARAIFA Foundation Chair

CARAIFA will continue with its mandate of fostering a spirit of togetherness and unity among the territories of the region.

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EDITORS NOTE

There is a character in Chinese literature that represents adversity, but very interestingly that same character symbolises opportunity to all Chinese. In the context of the world economic environment, it may be fitting that all of us as world citizens adopt a similar approach as we endeavour to cope and find solutions to the myriad of challenges that confront us each day.

The spiraling debt to GDP ratios in most developed and many developing countries will long be a cause for debate and in the minds of many will create much hardship for generations to come as they are required to repay the mammoth debt that we have now placed around their necks like the 'proverbial millstone.' The world as we knew it has changed dramatically and will never be the same. Notwithstanding this there is still that concept that the more things change the more they remain the same, and herein lies the opportunity for us as a people faced with the dynamic of change that will test our resolve.

The fundamental question is do we adapt our do we lie down and play dead. In the newly industrialized world of the 20th century innovation and creativity became watch words of that generation; we are the beneficiaries of those early paradigms because as the challenge became clear people responded with purpose driven goals and determination. Are we clear with respect to the challenges that confront us? Do we see them in the context of adversity or can we clearly see the opportunity for a different kind of innovation and creativity in a highly technological world where communication is king?

The social networks, which began as meeting places for social interaction, were recently used in innovative ways to win elections as well as to remove Governments and their leaders who were perceived to be barriers to change. Perhaps it may be time for similar action to change the so-



Wynthrop Catwell
PR & Communications Director

cial discourse, and excite the imagination of citizens of the world to the concept of world government in the interest of all mankind Is it possible that this was the thinking behind the words of the Prophet Jeremiah in chapter 23: 10 when he wrote "It does not belong to man who is walking even to direct his step" only time will tell.

Meanwhile those of us who have the capacity to make a difference let us do so, as we work to make the world as it stands a little more comfortable, and a lot more practical, by providing guidance to the unsure and direction to the lost let us use our collective knowledge, and experiences to lead the process for financial stability, recovery, growth, and development. Let us lead in the manifestation of the collective will to succeed despite adversity. Let us do so person to person, home by home, community by community, one day at a time. We will all be better for it.

Wynthrop Catwell

HOW TO BREAK THE SPENDING CYCLE AND TAP INTO THE SAVING CYCLE

Everyone at some point in their lives has had to take a hard look at what's happening in their finances and even more so now in these harsh economic times. One of the first things to realize when trying to master your financial plan is to be realistic and commit to taking a hard look at where you are now financially and where it is you want to be in the future. So for instance, if you realize that you need to reduce your debt then your first order of business is to look at how to reduce your spending and get into a position where you are moving towards getting out of debt. Here are some points to consider as you navigate your way out of the spending cycle and into the Savings Cycle:

1. **Own Our Mistakes** – Too many of us “bury our heads in the sand”, so to speak by refusing to acknowledge the fact that we are in the positions we find ourselves in due to the poor choices we have made in the past. But what's done is done, so own that and move on. We need to realize that we are our own worst enemy but if we are bold enough to acknowledge that we need help, and then we've made the first step!
2. **Make a List** – This helps us to plan what we will spend our money on (Expenses),

which should also indicate needs versus wants. Things like Utilities for example could be broken down as Electricity (Need), Cable (Want), Water (Need), and so forth. Bear in mind that what is one man's need may be another man's want, so this area is purely based on individual preference. However, instead of paying cable bills, you may want to consider removing the cable (at least temporarily) and discover online programming (which costs little or nothing, besides the internet subscription of course!) This leads us to our next point.

3. **Being Willing to Sacrifice/Compromise**

– You can't break the Spending cycle without sacrifice! So instead of eating out twice a week, consider staying home and cooking something fun with the family. You could indulge in having pizza night, or taking lunch to work instead of buying lunch. These activities can save you some money and may cause you to lose some weight in the process (what I call a win/win situation!)

4. **Pay Yourself First (Save!)**

– In order to ensure you put aside something for a “rainy” day you must pay yourself and treat this like you are

paying a bill. A good way to ensure this is done is to set up a salary deduction or direct debit from your account to save with your bank or credit union. If this is not convenient to you then take that money you've paid yourself and put it in an envelope and invest it somewhere like a fixed deposit or pension plan or even a savings account. Remember this is going towards your future and your family's future. Whenever you spend any money, think about what you are giving up in return for the purchase.

5. **Prioritize** – You must determine what's more important, having money in the bank or not having money in the bank?

6. **Increase your Wealth Potential**

– This can be achieved by creating multiple income streams. Tap into your God-given abilities, skills and talents and get advice on how to let these earn money for you. There are various agencies and local institutions that can assist you in this worthwhile venture and who knows, this one area could take you on a whole new journey where you discover true financial security!

HOW TO BREAK THE SPENDING CYCLE AND TAP INTO THE SAVING CONT.

7. *Own a Life Insurance Policy*

- You should never underestimate the value of life insurance. Life insurance offers protection against many of life's eventualities such as a death in the family, sickness and accidents and the costs that can arise. There are several options in the marketplace that can help minimize these losses, as well as to encourage savings in the form of cash values. Speak to a professional who will help you explore the many options and choose something that is right for you and your family.

8. *Seek Professional Guidance/*

Counseling - This is crucial especially for those who are in a serious debt crisis. It not only helps you to navigate more smoothly but it assists you with pinpointing areas that need to be addressed and ensures that you keep on track with your set goals. It can also help to talk to someone who is trained to assist you in dealing with your financial or personal difficulties. Dealing with financial trouble can be very stressful and how you cope can determine how well you weather the storm.

9. *Have a Budget that You can Stick to!*

- If your expenses outweigh your income, which is usually the case, then your aim is to make the best of what little you do have to work with. This is where creativity and ingenuity is key! Additionally making small consistent changes geared towards cutting your expenses and exploring other income alternatives can help in this regard. For instance, buying regularly used items in bulk or sharing the costs with family or friends can help to save money on certain items; purchasing inexpensive or generic brands may also prove cost-effective; learn to shop around for the best values and deals and always watch out for sales and discounts; be willing to consider alternatives which can help save on your electricity bills; research other cost-cutting measures via the internet or your local library.

10. *Re-Evaluate Your Plans and Track your Performance*

- Always go back to your list to see the progress you are making, and be prepared to make changes to your list or plan along the way. If something is not working, find an alternate

method or discuss any challenges with a professional or someone you trust. Remember, this is a work in progress, but it can and will get better once you are committed to making it work.

It is always important to realize that life is a cycle and the only way to keep on the savings cycle is to foster good habits. This will be challenging as old habits they say, die hard. However, once you keep focused, even when you have a moment of weakness or bad judgement, continue to keep your eye on the prize, which is a prosperous and debt free life. Remember with God all things are possible!

Have a Budget that You can Stick to!

If your expenses outweigh your income, which is usually the case, then your aim is to make the best of what little you do have to work with.

This is where creativity and ingenuity is key!

Legacy of Love

HALL OF FAME INDUCTEES

R. "Danny" Williams has had a distinguished career in the life insurance industry spanning some 58 years.

His involvement with the industry dates back to 1953, when at the age of 18 years 9 months he joined North American Life Assurance Company, NALACO, as a salesman. Within 7 years, he was appointed Branch Manager for Jamaica and over the next decade, he guided the branch to the number one position in the company's international network.

He is the Founder and Past President and Chief Executive Officer of Sagicor Life Jamaica Limited (formerly Life of Jamaica Limited, one of the largest life insurance companies in the West Indies.

A dedicated professional committed to the development of his country and with a zest for challenges.

Danny Williams molded the branch as the nucleus for Life of Jamaica Limited, which he founded in 1970. He built the company that is today a respected and dynamic financial institution.



**R. DANNY WILLIAMS,
O.J., C.D., Hon. LL.D., JP, CLU**

He Joined the Life Insurance Industry in 1970 with Colonial Insurance Company of Jamaica after a 9 year military career, with the West India Regiment and Jamaica Defense Force.



TOMMY JAMES, CLU

In 1973 he became the first person of Colonial Insurance Company of Jamaica in its then 36 year history to become a member of the prestigious Million Dollar Round Table and was that company's consistent leading Salesman and Subsequently Assistant Sales Manager.

He was elected as a Director of the Board of the Life Underwriters Association of Jamaica, now JAIFA, in 1972 and served as President of the Association from 1979 to 1980

In 1983 he earned the Chartered Life Underwriter designation, CLU. He also served as Vice President of the Life Insurance Managers and General Agents Association, LIMGAA.

He has served as Sales Congress Director for four (4) successive and financially successful JAIFA Congresses.

**CARAIFA SALUTES OUR TWO HALL
OF FAME INDUCTEES FOR 2011**

HALL OF FAME CEREMONY HIGHLIGHTS



From right: Hall of Fame Inductee R "Danny" Williams. Centre: Mr. & Mrs. D. A Williamson – 2009 Hall of Famer. Left: Mrs. Shirley Williams wife of Hall of Fame Inductee R. "Danny" Williams



From left: Hall of Fame Inductee Tommy James and 2010 Speakers Forum winner Carlyle Fletcher



From right: President Emond Lewis Mitchell and ABAIFA's President Joshua Fabian



From left: Madam VP Pauline McKenzie-Fairclough, ECC William "Nat" Wiltshire, Past President Marilyn Rice-Bowen, IPP Maxim Marquez, Madam Sec Gen Marcelle Fenton, Paul Massiah- Board Member, Hall of Famer Shirley Clarke, Hall of Famer Amado Marcano and President Emond Lewis Mitchell



CONGRESS 2011 HIGHLIGHTS

LOVE CHANGES EVERYTHING

by Andrew Lloyd Webber

Love, love changes everything,
 hands and faces, earth and sky
 Love, love changes everything,
 How you live and how you die
 Love, can make the summer fly,
 Or a night seem like a lifetime
 Yes love, love changes everything,
 Now I tremble at your name
 Nothing in the world will ever be the same

Love, love changes everything,
 Days are longer, words mean more
 Love, love changes everything,
 Pain is deeper, than before
 Love, will turn your world around,
 And that world will last forever
 Yes, love, love changes everything,
 Brings you glory, brings you shame
 Nothing in the world will ever be the same

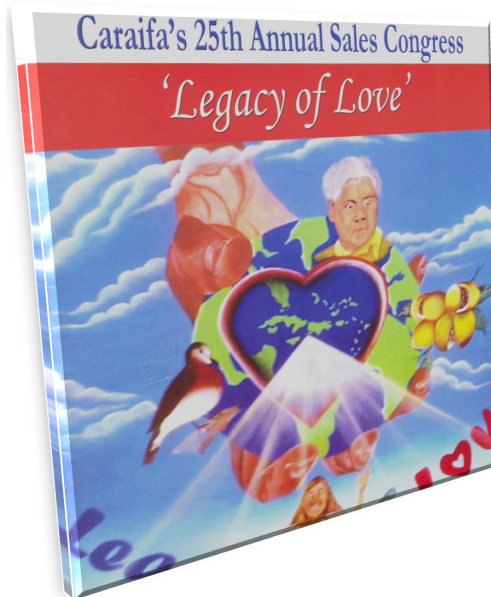
Planning futures, shaping years
 Love bursts in and suddenly,
 All our wisdom disappears
 Love, makes fools of everyone,
 All the rules we make are broken
 Yes, love, love changes everyone,
 live or perish, in its flame
 Love will never, never let you be the
 same
 Love will never, never let you be the
 same

Off into the world we go,

Congress Theme

Robert Whyte Congress Director

The Legacy of Love ably put forward by our dynamic Congress Director Robert Whyte will leave an indelible mark in the hearts of all who heard the story of how it was the love he had for his mother that propelled him to get a job to purchase a house so that they would no longer have to share the one bedroom he grew up in: and it was the



legacy of that love that made him work even harder to purchase life insurance to ensure that if anything were to happen to him she would be able to maintain the house that his love had purchase for her.

Coupled with the tantalizing lyrics of "Love changes things" the theme was the epitome of love in a set the tone for the days of Congress that followed.

Congress 2011 Highlights CONT.

Congress 2011 Main Platform Speakers



From left to right: Angus Smith, Fr. Gerard Paul, Elisa Calvo, Dr. Patrick Antoine, Brandon Clay and Winston Whyte
From right to left: Dr. Roy Tilluckdharry, Dr. Aggrey Irons, Johnny Wimbrey, Consuelo Kickbush and Livingston Carter
From left to right: Carlyle Fletcher, Lesley Rodas- Williams and Dr. Dionne Miranda

Congress 2011 Speakers' Forum Competition

Of the eight contestants, **Mrs. Sushilla McFarlane** emerged the winner of the annual Speakers' Forum held at Congress 2011 in Grenada and the trophy has been so labeled and sits in the secretariat while a miniature was presented to her. Trinidad has won this trophy two years in succession.



CONGRESS 2012

Congress 2012 will be held in the beautiful San Pedro, Belize

San Pedro is the major settlement on this land. The town is a picture postcard setting - small colourfully painted houses set alongside sand streets nestled beside the clear turquoise sea. Coconut palms sway and rustle in the gentle cooling trade winds. Low rise hotels, guest houses and bungalow style resorts, from modest to magnificent, are nestled along the coast and throughout the town.

If you're new to the island, leave about two thirds of your clothing at home, bring swim suits, sun block, sandals, and a hat. It's hot and fragrant and moist, the

26th ANNUAL SALES CONGRESS
Today's Excellence... Tomorrow's Legacy
May 20th - 24th 2012
San Pedro, Belize

CONGRESS-FEE:
 Single: \$1550. USD
 Double: \$1350. USD

Dress Code:
 No Suit!!
 No Tie!!
 No Problem!!

Early Bird Registration:
 Single - \$1450. USD
 Double - \$1250. USD

Regular Registration:
 Nov. 30, 2011 - February 20, 2012

Another Barefoot Experience

Proddly Hosted by:
 Belize Association of Insurance
 and Financial Advisors (BELAIFA)

Registration Forms to:
 Fax: 223-5508
 E-mail: Belizecongress2012@gmail.com

wind is cooling, and, well, things just don't seem so urgent.

You'll walk, rent a golf cart, taxi, or bicycle mostly to get around. There are only ten streets, and NO pavement! Most people go barefoot or sandals, everywhere. You can swim in the warm clear Caribbean Sea, protected by the reef. The colour is beyond description. Many people just stare at it for hours. The water is really warm, averaging about 82 degrees year round.



Imagine having a Congress in a place like this.

Come and be motivated, reenergized, and enjoy another wonderful barefoot experience in Belize.





PLEDGE CRITERIA

As the foundation moves forward to gain visibility and garner more pledges to assist its cause. It implores its members to be reminded of the criteria for pledges and to give generously.

INDIVIDUAL CONTRIBUTION

- PLATINUM US\$1000 annually for 5 years
- GOLD US\$500 annually for 5 years
- SILVER US\$250 annually for 5 years
- BRONZE US\$ 100 annually for 5 years
- One time gift of \$ _____



Dr. Roy Tilluckdharry our 1st CARAIFA Foundation Speaker

Recognition Awards will be given at annual CARAIFA Congresses. Contributions are tax deductible.

CARAIFA FOUNDATION MISSION:

To improve the quality of life of the sick and disadvantage in the Caribbean Community, through wellness initiatives, education and charitable funding.



BelAIFA

ABAIFA

JAIFA

Associations contribute to CARAIFA Foundation

We would like to express special thanks to **Mr. Eddie Balderamos** for his overly generous contribution to our foundation for these many years.

DID YOU KNOW?

Travel insurance is insurance that is intended to cover medical expenses, financial default of travel suppliers, and other losses incurred while traveling, either within one's own country, or internationally. Temporary travel insurance can usually be arranged at the time of the booking of a trip to cover exactly the duration of that trip, or a "multi-trip" policy can cover an unlimited number of trips within a set time frame. Coverage varies, and can be purchased to include higher risk items such as "winter sports".

Coverage types

The most common risks that are covered by travel insurance are:

Medical/ dental expenses

Emergency evacuation/ repatriation of remains

- Return of a minor child
 - Trip cancellation/interruption
- Accidental death, injury or disablement benefit
- Overseas funeral expenses
 - Curtailment
 - Delayed departure, missed connection
 - Lost, stolen or damaged baggage, personal effects or travel documents
 - Delayed baggage (and emergency replacement of essential items)
 - Legal assistance
 - Trip Cancellation
 - Flight Connection was missed due to airline schedule
 - Travel Delays due to weather
- Medical Emergency and hospital care
(Accident or Sickness)

Optional coverage

Some travel policies will also provide cover for

additional costs, although these vary widely between providers.

In addition, often separate insurance can be purchased for specific costs such as:

Car rental collision coverage

Pre-existing conditions (e.g. asthma, diabetes)

Sports with an element of risk (e.g. skiing, scuba diving)

Travel to high risk countries (e.g. due to war, natural disasters or acts of terrorism)

Additional AD&D coverage

Kidnap and ransom insurance

- Pre-existing medical conditions
- War or terrorism - but some plans may cover this risk, and some do cover for acts of terrorism
- Injury or illness caused by alcohol or drug use

Usually, the insurers cover pregnancy related expenses, if the travel occurs within the first trimester. After that, insurance coverage varies from insurer to insurer.^[2]

Travel insurance can also provide helpful services, often 24 hours a day, 7 days a week that can include concierge services and emergency travel assistance.



YOUR EYE ON THE CARIBBEAN



Congratulations are in order for Hall of Famer, D. A. "Tony" Williamson for being the MDRT Long Standing member from the Caribbean.



President Victor Peters' Ordination

CARAIFA congratulates the Reverend Victor Peter s, President and Education Council Chair of Life Underwriters Association of St. Vincent and the Grenadines (LUASSt.VG) who was ordained as Deacon of the Roman Catholic Church on April 30, 2011.



JAIFA Blood Drive held July 15, 2011.

JAIFA reported that the blood drive was successful as it was well supported. This was followed by a relaxing evening of fun, games and socializing.



Congrats to some of our Caribbean athletes in their achievement at the IAAF World Championship in Daegu 2011- we are proud of you.

- Yohan Blake – 100m gold medalist
- Kirani Campbell – 400m gold medalist
- Veronica Campbell – 100m silver medalist and 200m gold medalist
- Usain Bolt – 200m gold medalist
- Jamaica 4x100m winning gold in world record time!!!

CARAIFA AND EDUCATION

CARAIFA CONGRATULATES SEMESTER 1, 2011 LUTCF AND FSS DESIGNEES

LUTCF DESIGNEES		
BARAIFA		
Annette		Superville- McClean
Dale	I. M.	Myrie
Denise	M. E.	Reid
JAIFA		
Delroy		Scarlett
TTAIFA		
Dominic	K. N.	Romain
Jeewan		Birbal
Josianne		Bovell
Judith		Vire
Linda	Nicole	John
Shivan		Maharaj
Ria		Murray-Payne



FSSDESIGNEES		
JAIFA		
Jacqueline	Nerene	McDonald
Julieth	Angella	Wilson-Reid
Margaret	Pamela	Martin
Marlene	Andrea	Lambert
TTAIFA		
Alicia	Melina	Singh
Lily Ann		Moniz
Ria		Murray-Payne

RHU Programme

The respected Registered Health Underwriter (RHU) designation is the premier credential in the health insurance market. Broaden your knowledge with the most comprehensive information available on group insurance benefits and health insurance for individuals and families. The programme includes three (3) courses:

HS 325 Group Benefits

HS 340 Advanced Topics in Group Benefits

HS 344 Advanced Topics in Managed Care

For more information, please contact the CARAIFA Secretariat.

Important Dates to Remember in 2011

SEMESTER	SMESTER STARTS	REG EXAM DATES	SUPP EXAM DATES
1	January	March 30th & 31st	April 27th & 28th
2	May	July 20th & 21st	August 24th & 25th
3	September	November 9th & 10th	December 14th & 15th