



“Empowerment through cooperation”

EDITOR’S NOTE



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Food For thought

Maya Angelou

I've learned-
 that no matter what happens, or how bad it seems today, life does go on, and it will be better tomorrow.
 that you can tell a lot about a person by the way he/she handles these three things: a rainy day, lost luggage, and tangled Christmas tree lights.
 that regardless of your relationship with your parents, you'll miss them when they're gone from your life.
 that making a 'living' is not the

When people have convictions and believe in what they're doing they can move mountains. Let's move mountains in 2014.

Happy New Year to all!!!!

If you have not done it already define your goals for 2014. Now is the best time to start. Pay particular attention and pave a clear path on exactly how you will achieve them.

Remember ***"If you don't design your own life plan, chances are you'll fall into someone else's plan and guess what - they have not planned for you."*** - **Jim Rohn**

I know we are all very busy and in today's technology-driven, fast paced cultures we sometimes miss the opportunity to connect with the people with whom we come into contact, to embrace each opportunity and make it special.

As Editor my wish for you and your families, is good health, wealth and happiness.

A big "Thank You" for your support of our CARAIFA Newsletter over the past years.



Alicia Birch LUTCF
 PR & MARKETING DIRECTOR

same thing as making a life.
 that life sometimes gives you a second chance.
 that you shouldn't go through life with a catcher's mitt on both hands; you need to be able to throw some things back.
 that whenever I decide something with an open heart, I usually make the right decision.
 that even when I have pains, I don't have to be one.
 that every day you should reach out and touch someone. People love a warm hug or just a friendly pat on the back.
 that I still have a lot to learn.
 that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.'



CARAIFA
 28TH Annual Sales Congress
 Hosted by our Jamaica Association
 April 27—30, 2014
 Theme: *Embrace The Future*



Financial New Year's Resolutions You Can Keep



Andrew Schwartz

C.P.A. is the founder and managing partner of Schwartz & Schwartz, PC, in Woburn, MA. He is also the founder of The MDTAXES Network, a national association of CPAs that specialize in the healthcare profession.

Did you make any resolutions concerning your personal finances last January? If so, how did you do?

There's a good chance last year's resolutions didn't stick. According to a report from the University of Scranton's "Journal of Clinical Psychology," only 8% of us actually achieve our New Year's resolutions. The good news about New Year's resolutions is that you get a fresh crack at them each year. Here are some financial changes you should resolve to make in 2014.

Calculate Your Net Worth

If you haven't done so already, The New Year is as good a time as any for determining what you're worth (financially, of course). Calculating your net worth is a key step to assessing your financial health and reaching your financial goals. Looking closely at all your assets and liabilities helps create a clear picture of where you are prioritizing your current spending and saving and where you need to make changes in your spending and saving habits.

It's a good idea to recalculate your net worth each year to keep on top of your progress towards your financial goals and correct any mistakes you're making before they create overwhelming debts. The resolutions you need to make will become more obvious after making this calculation.

Reset Your Retirement Savings

At work, you probably have the opportunity to save for your retirement through a 401(k), 403(b) or 457 plan sponsored by your employer. If so, consider that most people find it easier to max out their retirement contributions by budgeting to contribute a set amount each month.

Employer Plans

If you have access to a 401(k), 403(b) or 457 plan at work, consider instructing your employer to withhold enough through salary deferrals to ensure that you reach the maximum limit each year. If you'll be 50 or older by December 31, bump that amount to account for the additional catch-up contributions you're allowed to make. If you are paid on some other frequency, such as weekly or bi-weekly, simply divide the contribution limit by the number of your pay periods for the year.

Of course, you should save only amounts that you can realistically afford, as contributing more than you can afford may result in having to incur debts to cover everyday expenses. To determine how much you can save each period, incorporate your retirement savings into your regular budget.

Update Your Savings and Debt Reduction Goals

Creating easy access to your funds can be quite tempting, and if you are like most people, you will spend money that you can easily attain. Therefore, to help you reach your goal, be sure to transfer amounts earmarked for savings from your checking account to a designated separate savings or investment account that is not easily accessed, making it less tempting for you to spend the money that you have managed to save.

Financial New Year's Resolutions You Can Keep cont'd

Take a few minutes now to set new savings goals for 2014, including how much you would like to add to your retirement nest egg, your children's education fund or the down payment on your home. You should also reset how much you plan to pay on your personal loans, debts and home mortgage accounts.

And don't forget about paying some extra principal toward your mortgage payment each month. By doing so, you'll earn a risk-free return on that money equal to your mortgage interest rate. Plus, you'll cut down on the number of years it will take to pay off your mortgage. However, if you must choose between adding to your retirement nest egg and paying extra on your mortgage, talk to your financial advisor to determine which option is more suitable for you.

Other Resolutions

Rebalance Your Investment Portfolio

The previous year was no different from any other year: some sectors over-performed and some sectors under-performed. Chances are that the sectors that did the best last year may not enjoy a repeat performance this year. By rebalancing your portfolio to its original or updated asset allocation, you take steps to lock in gains from the sectors with the best returns and purchase shares in the sectors that have lagged behind last year's leaders.

Pay Down Your Credit Cards.

If you owe money on your credit cards, determine how much you can realistically afford to pay off during the year. For best results, try not to charge additional purchases on those cards while you're trying to pay down what you owe. If you have high interest credit card balances, consider whether it would be more beneficial to pay off those high interest debts or to add to your savings.

Review Your Life Insurance and Disability Insurance Needs

As you move through your career, your life and disability insurance need to continue to change. Give some thought as to how much protection you need and compare it to the coverage you currently have through your employer's benefit package. Consider whether you need more or less life insurance, and whether your needs would be better satisfied by term or permanent life insurance. Also, review your disability insurance coverage to determine whether you have enough coverage.

The Bottom Line

Be cautious about setting too many or unrealistic financial goals. Otherwise, you may be unable to accomplish any of them. Take this opportunity to restate your financial resolutions simply and clearly for the New Year. It may be a good idea to maintain a checklist to keep track of how you are doing throughout the year, so that you can make any necessary modifications. Consider meeting with your financial advisor to review the goals and objectives that you have established.

EMBRACE THE FUTURE



CARAIFA'S 28TH ANNUAL SALES CONGRESS 2014

APRIL 27-30

Hilton Rose Hall Resort & Spa, Montego Bay, Jamaica

PLEASE WRITE IN BLOCK CAPITALS

Sex: Male Female

Last Name _____ First Name _____

Company _____

Position _____

Address _____

Parish _____ Country _____

Telephone # _____ Fax # _____

Email _____

Shirt Size: S M L XL XXL XXXL

If Salary Deduction: Please state Company Name _____

Salary Deduction Approved by _____

Approving Officer's Signature _____

CASH, CREDIT, DEBIT, CERTIFIED CHEQUE, OR SALARY DEDUCTIONS ACCEPTED
PAYMENTS SHOULD BE MADE TO:
The Jamaica Association of Insurance and Financial Advisors
72 Hope Road, Kingston 6, Jamaica, W.I.

Card Number _____

Name as it appears on card _____

First Name _____ Last Name _____

Expiry Date _____
Month _____ Year _____

Cash, Credit, Debit, Certified Cheque, Salary Deduction

US\$ _____ enclosed.

I authorize JAIFA to charge my

Visa Master Card

Signature _____

Date _____

Please communicate occupancy and list persons, if you intend to share room:

Double Triple

REGISTRATION CANCELLATION: Cancellation(s) made on or before February 21, will receive a 100% refund less 10% administration fee. Those made by March 14, a 50%, thereafter no refund.

CARAIFA'S 28th Annual Sales Congress 2014 REGISTRATION FEES

REGISTER online at www.caraifa.com - registration is effective on receipt of payment.

Please indicate your choice by ticking one of the box provided

OPTION 1

SINGLE OCCUPANCY
US \$1,495.00

OPTION 2

DOUBLE OCCUPANCY
US \$1,190.00

OPTION 3

TRIPLE OCCUPANCY
US \$990.00

Please return completed form with fee to the JAIFA office at 72 Hope Road, Kingston 6, Jamaica W.I.

MOTIVATIONAL SPEAKERS



Max Moyo is the Founder and CEO of Ignite My Potential, an organization whose mission is to provide the spark that creates a world of ignited individuals who are conscious of their Identity, Talents and Purpose. Max is a 'Wealth Catalyst' who focuses on helping individuals secure their futures by understanding their

identity and its relationship with their finances.



Jacqueline Sharp is the President and CEO of Scotia Group Jamaica, is in charge of Jamaica's second-largest commercial banking group. She is the bank's first female boss and has also made Scotia Group the only stock market company with both a female Chairman and CEO. Sharp had previously

served as President of the Insurance Association of Jamaica and holds a Bachelor of Science Degree in Accounting from the University of the West Indies.



Luis G. Chiappy is the Immediate Past President of GAMA International, Executive Vice President of the National Division of AXA Advisors, LLC, and Senior Manager of AXA Advisors' South Florida Branch. Chiappy has served on numerous GAMA committees,

including Finance, Marketing and Professional Development. In addition, he has served on GAMA's board of directors since 2006 and has been an Ambassador of the GAMA Foundation for Education and Research and a member of its board of trustees.

Merrick Plummer is currently the Assistant Vice President, Individual Line Sales at Sagico Life Jamaica. He is a University of the West Indies graduate, who holds a Bachelor of Science Degree in Economics and Accounts, and a Master's in Economics. He assists in the development and implementation of the division's strategic plan, while providing leadership and motivation to the field managers and financial advisors in Jamaica and Grand Cayman.



FEATURED SPEAKERS' FORUM WINNERS



Ava Jackson
Winner 2013



Nichelle Emmanuel
Winner 2012

CONGRESS 2014

Benefits of Congress

Integration: *The integration of the Caribbean Region and its people who are in the field of financial services.*

Information: *Provides pertinent and current information to participants, that would help improve in the delivery of services to clients.*

Camaraderie: *Develops friendship among participants that will be long lasting and beneficial in creating an environment of caring and sharing.*

Motivation: *Motivate participants to achieve more, set higher goals and to become truly successful in their endeavors in the world of financial services.*

CE CREDITS: *Each attendee will earn ten (10) continuing education (CE) credits for attending Congress and 2.5 for attending the workshops*

CARAIFA SPEAKERS' FORUM WINNERS

Congress Year	Names of Winners	Country
1997	Richard Demming	Trinidad & Tobago
1998	Harry Goodial	Barbados
1999	Courtney Golding	Jamaica
2000	Wythrop Catwell	Barbados
2001	Errol Thompson	Jamaica
2002	Leroy Dallas	Jamaica
2003	Andrew Bates	Trinidad & Tobago
2004	Shama Deonarine	Trinidad & Tobago
2005	Cecil Frederick	Trinidad & Tobago
2006	Fabian Carew	Trinidad & Tobago
2007	Eleese Richardson	Antigua
2008	Saad Anthony Baksh	Trinidad & Tobago
2009	Delma Roberts	Jamaica
2010	Carlyle Fletcher	Trinidad & Tobago
2011	Sushilla McFarlane	Trinidad & Tobago
2012	Nichelle Emmanuel	Trinidad & Tobago
2013	Ava Jackson	Antigua

Speakers' Forum

Speakers' Forum competition is one of the highlights of the congress. It is an opportunity for Insurance Advisors/Life Underwriters in the Caribbean who are aspiring to become public speakers to gain some practical experience.

The main criteria to participate in the Speakers' Forum competition are;

1. *Participant should not be anyone who has already spoken as a Main Platform speaker at any previous congresses*
2. *Participant must not be a previous winner of the competition.*

The Speakers' Forum Competition Winner will:

- a. *Be presented with the Speakers' Forum Trophy*
- b. *Be a main platform speaker at the next congress*
- c. *Be accommodated at the double occupancy rate at the next congress*
- d. *Receive a replica of the Speakers' Forum Trophy for keepsake*

Benefits of the Speakers' Forum competition include;

- a. *Participants in Speakers' Forum competition will get 2.5 CE Credits*
- b. *Non-participants at the Speakers' Forum competition who remain for the duration of the competition will get 1.5 CE Credits*

Tips when traveling to Jamaica

- ◆ Intl code is +1- 876
- ◆ Only a Valid Passport is needed to Travel to Jamaica
- ◆ Currency is Jamaican Dollar (US \$ 1 = JA \$106.70)
- ◆ Ambulance number is 110
- ◆ Taxis can be hailed on the streets or called from your hotel. JUTA and JCAL are the only two taxi companies approved by the Jamaican Tourist Board.
- ◆ Locals are very friendly
- ◆ Wear swimsuit for our lovely beaches

Come and enjoy the beautiful Hilton Rosehall Resort and Spa!!!!



EYE ON THE CARIBBEAN

JAMAICA ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS



JAIFA hosted their annual Blast Off at the Jamaica Conference Centre on Tuesday January 14, 2014 under the theme “Honouring Tradition.....for a Better Tomorrow”.

The Blast-off featured some dynamic speakers such as;

- ◆ Dr. Sonia Copeland (from Policy, Planning and Development, Ministry of Health) who spoke about “Financing Health Care....Present and Future”
- ◆ Mr. Orville Johnson (Insurance Association of Jamaica) who spoke about “Back to Basic”
- ◆ Mr. Dennis Chung spoke about “Public Sector Pension” with the aim to persuade and encourage the agents.

Congratulations to
JAIFA's new President
Pauline Archer



BARBADOS ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

BARAIFA will be hosting their annual Blast off at the Savannah Hotel, Hastings, Christ Church on January 31, 2014 under the theme “Unlimited Possibilities”. The feature guest speaker will be the Minister of Finance, The Honourable Chris Sinckler, MP.



LIFE UNDERWRITERS ASSOCIATION OF CAYMAN ISLANDS



We are proud to say that the Life Underwriters Association of Cayman Islands is coming back on stream with their newly rejuvenated team. They had a meeting on **January 22, 2014** chaired by Eddie Balderamus. There were nineteen (19) persons in attendance. At the meeting the following persons were elected to Office;

President - **Debbiann Jouavel**
Vice President - **Lester Rouse**
Treasurer - **Winston Pamphile**
Secretary - **Benita Francis**
Education Chairman - **Sharon Ricketts Watson**

GUYANA

Guyana was one of the founding associations of CARAIFA then CALU. A special meeting held **August 16, 2013**, Georgetown Guyana were the new elected steering committee for Guyana was selected as named below.



President – **Irshaad Ali**
Vice President – **Earl Mars**
Treasurer – **Gilbert Gomes**
Secretary – **Maria Rodrigues**
Director – **Philip Chance**
Director – **Leila Jaikaran**
Director – **Anthony Semple**

CARAIFA Foundation Education Corner

When parents first hear that their child has kidney disease, they may wonder what they could have done to prevent it. These feelings are common. In most cases, however, there is no way anyone could know their child would get kidney disease and usually nothing that could have been done to stop it. The focus should be on what can be done now, for example, getting proper treatment, following doctor's advice and learning all you can about the disease are the best ways to help your child after the diagnosis.

Children's kidney problems typically stem from one of the following:

- Birth defects
- Infections of the urinary tract
- Diseases of the kidney itself

Common symptoms of kidney disease in children are:

- Swelling, sometimes mild, of the hands and feet and/or puffiness around the eyes caused by excess fluid build-up, to the point where the child's ability to move around normally is compromised.
- Lack of or decrease in appetite.
- Decreased or increased frequency of urination. Children who can normally use the toilet without assistance may suddenly begin to wet the bed at night.
- Headaches resulting from high blood pressure
- Flu-like Symptoms such as nausea, vomiting, weakness, fatigue, loss of appetite.
- Stunted or poor growth as compared to children in similar age group.
- Difficulty in concentrating and interfere with their ability to learn in school.
- Another potential indicator of pediatric kidney disease is family history of kidney disease. If there is family history, it is a good idea to get a check-up.
- Birth defects. Some babies are born without kidneys or with abnormally formed kidneys. The kidneys' abnormality is sometimes part of a syndrome that affects many parts of the body.

Jacqueline McDonald LUTCF, FSS
CARAIFA FOUNDATION CHAIR



Physical Challenges

Kidneys impact bone growth in two ways. First, they help regulate blood phosphorus levels that when too high, inhibit bone growth. Second, they help regulate calcium levels in the blood that stimulates proper growth. Dietary changes that limit high phosphorus rich foods and medication to bind additional phosphate are necessary to reduce growth issues. Growth and bone development issues are common problems in children with kidney disease. Another issue that disproportionately impacts children is **anemia**, which is a shortage of red blood cells or hemoglobin in the blood. This condition causes tiredness in most, but can cause damage to the organs and in rare cases, death.

Emotional Impact

Treating the emotional impact of renal failure is just as, if not more important than treating the physical aspects. Being seen as different is never easy and having to take medication that can give adverse side effects, no matter how life saving, is difficult. The isolation people feel because of kidney failure is especially a problem in children and adolescents because of the importance of making friends and fitting in at this age. Finding the best treatment for a child takes on special significance to ensure that the child with kidney failure can become an active, productive, well-adjusted adult.

Emotional issues can be magnified when children are treated in adult settings. When young adults have complex health needs, the traditional pediatric and adult services approach is unlikely to provide the environment and support needed to allow the young person the best chance of achieving his or her aims and aspirations in life.

Did you know?

- Adults are about 20 times more likely to develop kidney failure than children. The risk increases steadily with age.
- Boys are nearly twice as likely as girls to develop kidney failure from birth defects, polycystic kidney disease, or other hereditary diseases.
- Kidney disease can disrupt a child's life and create emotional turmoil. A psychologist or counsellor can help your child find ways to express emotions constructively.
- Proper nutrition is extremely important for children with kidney disease. A dietitian can help you develop meal plans that will fit your child's restricted diet and may recommend special dietary supplements to ensure proper nutrition.
- A nephrologist is a doctor who treats kidney diseases and kidney failure. If possible, your child should see a paediatric nephrologist because they are specifically trained to take care of kidney problems in children.

REMEMBER! ALWAYS CONSULT YOUR DOCTOR

Excerpt from Davita Bringing Quality to Life: <http://www.davita.com/kidney-disease/overview/pediatric/some-causes-in-children/e/4957>

Excerpt from DPC Education Center <http://dpcedcenter.org/classroom/introduction-pediatric-kidney-disease/issues-specific-children>



Education CORNER

Upon completing the educational requirements for the LUTCF/FSS Designation, students are required to **APPLY** for these designations by completing the requisite form (which can be sourced from their local association) and submit them to the CARAIFA's Secretariat via email. Applications are accepted three (3) times per year: January, June and September.

CARAIFA Congratulates Semester 3, 2013 LUTCF & FSS Designees

LUTCF DESIGNEES	
BARAIFA	
<i>Blackman</i>	<i>Jamar</i>
<i>Butcher</i>	<i>Hanschell</i>
<i>Hall</i>	<i>Ryan</i>
<i>Jacobs</i>	<i>Glen</i>
<i>Phillips</i>	<i>Sean</i>
<i>Reid</i>	<i>Kweku</i>
<i>Small</i>	<i>Andrea</i>

LUTCF DESIGNEES	
JAIFA	
<i>Ebanks</i>	<i>Emold</i>
<i>Patrick</i>	<i>Judith</i>
<i>Smith</i>	<i>Marlon</i>
<i>Williams</i>	<i>Sophia</i>

LUTCF DESIGNEES	
TTAIFA	
<i>Akal</i>	<i>Asbvin</i>
<i>Durity</i>	<i>Brent</i>
<i>Granderson</i>	<i>Mikel</i>
<i>Greaves</i>	<i>Colleen</i>
<i>Hudson</i>	<i>Patti</i>
<i>Pollonais</i>	<i>Jacqueline</i>
<i>Ramnarine-Ragoo</i>	<i>Davika</i>
<i>Rodriguez</i>	<i>Mark</i>
<i>Tyner</i>	<i>Quincy</i>
<i>Wattley</i>	<i>Janelle</i>
<i>Webster</i>	<i>David</i>
<i>Williams</i>	<i>Terrence</i>

IMPORTANT DATES TO REMEMBER IN 2014

Event	Date	Location
Executive Meeting	March 7 th - 8 th	Jamaica
Semester 1 Regular Exams	March 12 th - 13 th	Various Territories
Semester 1 Supplemental Exams	April 16 th - 17 th	Various Territories
Annual General Meeting	April 25 th - 26 th	Jamaica
Annual Congress 2014	April 27 th - 30 th	Jamaica
Semester 2 begins	May 5 th	Various Territories
Semester 2 Regular Exams	July 9 th - 10 th	Various Territories
Education Council Meeting	August 12 th	Trinidad
Education Management Council Meeting	August 13 th	Trinidad
President's Convention	August 14 th	Trinidad
Executive Meeting	August 15 th	Trinidad
Semester 2 Supplemental Exams	August 13 th - 14 th	Various Territories
Semester 3 begins	September 1 st	Various Territories
Semester 3 Regular Exams	November 5 th - 6 th	Various Territories
Executive Meeting	November 20 th - 22 nd	St. Vincent/Bahamas
Semester 3 Supplemental Exams	December 10 th - 11 th	Various Territories

FSS DESIGNEES	
BARAIFA	
<i>King</i>	<i>John</i>
TTAIFA	
<i>Baddaloo</i>	<i>Risba</i>
<i>Belix</i>	<i>Joseph</i>
<i>Jardim</i>	<i>Catherine</i>
<i>King</i>	<i>Anthony</i>
<i>Mitchell</i>	<i>Roger</i>
<i>Sinanan</i>	<i>Camille</i>
<i>Smith</i>	<i>Ricardo</i>
<i>Whiskey</i>	<i>Alafia</i>

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