



CARI-NEWS ...

Volume 20 Issue 4 | October 31, 2023

President's Message

My CARAIFA family I bring you warm greetings from the country of Sunshine. I do hope you and your families are doing well at this time. For those who are experiencing challenges at this time, I pray for your continued strength and that you will be able to rise above all that seems to be in your way.

Congratulations to all who have completed and are completing their various Educational Courses. I pray for great success in your studies and the future benefits you will receive because you chose to improve on your knowledge and understanding of this great business of Life. Thanks to our Education Chair Nathaniel Wiltshire for his continued leadership in this area.



Hugh Meredith
LUTCF

Colleagues, while we are separated physically by water, it is important that we are aware of the modern ways of communication and utilize them in the best way possible to enhance our interaction. As we continue to "connect" on a quarterly basis, guided by Public Relations, Marketing & Communications Director Triola Harper-Smith, please join us for interesting initiatives.

We had the opportunity to speak with Finance Minister Strachan. These discussions will be followed up on as there are many areas we believe we as an association through BARAIFA should be able to establish strong partnerships in areas where the people of Barbados will benefit. We were able to attend the Barbados Fiftieth Annual Awards function which was excellent in all areas. Congratulations again on your milestone achievement BARAIFA. There are other territories that we are working on to re-establish their vibrancy in CARAIFA. Mrs. Alicia Birch our Territorial Development Director is commanding the pathway in that area.

Colleagues we are into the last quarter of the year and we know that achieving our targets are on us. I am therefore encouraging each of us to focus on our goals with great enthusiasm and determination to achieving them. While we do so, however, I want to remind you of the very exciting Congress in Dominica next year. Already, the excitement of Congress Director Cheryl Rolle and her team is stretching across the region. We are accustomed to the great host they have been over the years and this time I believe they are going way beyond your imagination to share the beauty of their hearts. We are ready and I hope you are too. Thanks to Regional Congress Co-Ordinator Otis Hamilton with the assistance of our VP Gerald Cruickshank, for the great work being done in ensuring that all is progressing as we expect. Our Secretariat led by Secretary General Marcelle stands ready to accept registrations.

October 31st is CARAIFA's Day of Common Concern. We are encouraging everyone to participate and give your individual energies to this event for the purpose it represents.

We are trying to find new ways to support this event and the CARAIFA Foundation in general and Foundation Chair Deon Cummins will keep you updated.

Finally, I will not communicate with you via this platform before Christmas. It therefore gives me great pleasure to wish you all a Merry Christmas and a very fulfilling New Year (2024) when it comes.

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Editor's Note



Triola Harper-Smith
MBA, PG Dip.Ed., BSc, LUTCF, FSCP Public
Relations, Marketing &

President Hugh Meredith and his Team of Executives extends thanks to all Presidents and their respective member Territories who have been participating in our activities during first quarter. We continue to look forward to your continued support and dedication in our second quarter events.

The Public Relations, Marketing and Communications (PRMC) Committee remains resolute in its role of making CARAIFA a more visible, viable and efficient Association. During our first quarter we have positioned CARAIFA in the various territories through interaction and cooperation. This was made possible through activities like our recent inaugural CARAIFA Connect as well as the Presidents' Convention and the Executives' meeting, both of which were held in Barbados, August 2023.

Special thanks to President Deon Cummins and her entire BARIAFA Team for allowing us to share in their 50th Anniversary Celebration. Once again, Congratulations BARIAFA.

We will continue to explore more efficient and effective ways to increase and strengthen participation in our **CARAIFA Connect Meetings, Day of Common Concern (DOCC), FSCP Registrants, and Congress 2024**, among other planned activities.

CARAIFA joins in the fight to reduce renal failure and to raise awareness about kidney disease. Our CARAIFA Connect meeting held on October 11 focused on two health conditions, firstly **"Let's Talk Kidney"** by Dr Keniel Chrysostom and secondly **"There is a 'Can' in Cancer"** by Dr. Sheray Ward-Chin. Further, as Industry Professionals there was a **Testimonial** from Annette Robotham, who was diagnosed with Cancer but had no critical illness policy.

CARAIFA Foundation Celebrates its **Day of Common Concern 20th Anniversary on October 31, 2023.**

The celebrations for this special milestone will be in the form of the following activities: -

- An Awareness Walk on Sunday October 28, 2023 in all Territories
- A Panel Discussion on October 31, 2023 with presenters across the territories
- A \$20.00 US Drive as a contribution symbolic to our 20th Anniversary

We have approached member companies to seize the occasion to highlight that **Kidney Failure** is one of the many conditions for which benefits are made. According to Dr Curtis Yeates, Consultant Internist and Nephrologist at the Cornwall Regional Hospital in St James, "We know for certain that 327 people to a million population will develop chronic kidney disease every year. Hence the reason we have to make people aware about the issue of chronic kidney disease and the importance of preventing it, recognising it and treating it," [Jamaicans Urged to Screen Annually for Kidney Disease](#)

As Industry Sales Professionals, we have a very profound responsibility to see the people and to sell the benefits of our respective critical illness policies, while at the same time joining with entities to increase awareness throughout our region, and the world at large.

My Caribbean family, Congress has been our Brand for the past 34 years and has been our core for Integration, Information, Camaraderie, Motivation, Financial Success and CARAIFA's Membership Drive. However, Team PRMC committee is on a drive to strengthen CARAIFA's awareness in all Territories, by increasing our membership and participation locally and regionally. Listen out for our Oxford Shirt competition Launch, depicting CARAIFA and respective AIFA's, and CARAIFA and member Companies logos. Stay connected to our social media platforms for more updates.

According to Albert Einstein "The only reason for time is so that everything does not happen at once". Let us make use of the remaining time of 2023 and make the best of it.

May you and your families have a Merry Christmas and a Healthy and a Prosperous 2024.



Day of Common Concern

Deon Cummins
LUTCF, FSCP
CARAIFA Foundation Chair

Annually, the CARAIFA Foundation's dedicated work takes center stage as it commemorates the anniversary of CARAIFA with a celebration known as "The Day of Common Concern" (DOCC). This meaningful occasion, observed every October 31st, unites member territories across the Caribbean with a shared commitment to giving back and raising awareness.

The DOCC serves as a pivotal platform for a diverse array of activities designed to raise awareness about kidney disease. These activities encompass health fairs, informative lectures, and fundraising endeavors aimed at generating essential funds to support their noble cause. While the financial cost of this initiative is undoubtedly substantial, the immeasurable value of saving lives transcends mere dollars and cents.

According to data provided by KidneyCaribbean.com, the expenses associated with the care of individuals suffering from kidney ailments are exorbitant. For instance, in Barbados, the annual cost of maintaining one patient receiving dialysis treatment amounts to a staggering \$25,000. When considering that approximately 205,000 people call Barbados home, and an estimated 20,000 to 30,000 of them grapple with kidney disease stemming from conditions such as diabetes and hypertension, the gravity of the issue becomes abundantly clear. Barbados alone witnesses approximately 50 to 60 kidney-related deaths each year. In Jamaica, with its population of 2.8 million, there are 968 documented cases of Chronic Kidney Disease (CKD), including 576 patients undergoing dialysis. Meanwhile, Trinidad and Tobago, with a population of 1.2 million, reports 564 patients reliant on dialysis. In the Englishspeaking Caribbean, much like in the United States, diabetes and hypertension stand as the primary culprits behind End-Stage Renal Disease (ESRD).

As we mark the 20th year of the foundation's existence, let us join our collective efforts to make a tangible impact on the lives of those silently enduring this widespread and concerning ailment.

Together, we offer them hope and the prospect of a brighter future

CARAIFA FOUNDATION
Day of Common Concern
A PANEL DISCUSSION

PRESENTERS:

- Mr. Dave Prince**
Transplant Patient
Antigua
- Dr. Shaun Lynch**
Renal Specialist
Trinidad and Tobago
- Ms. Nandani Samuel**
Renal Nutritionist
Trinidad and Tobago

MODERATOR:

- Dr. Hector Sanchez Mijangos**
Former President of the Mexican
Diabetes Federation
- Dr. Andrew S. Dhanoo**
President, Diabetes
Association of
Trinidad and Tobago
- Mr. Allen Haynes**
President of the Barbados
Kidney Association

October 31, 2023
5:00 PM EST

ZOOM MEETING ID
899 2498 4146

**Assessing the Cost and Capacity of
Good Kidney Care Across the
Caribbean and Americas**

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Jamaica

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Socials



Email: secretariat@caraifa.com

FOUNDATION DONOR



Mr. Winston Williams

The CARAIFA Foundation would like to highlight and extend our gratitude to Mr. Winston Williams for his donation of \$1000 USD to our worthy cause.



CARAIFA FOUNDATION PLEDGE FORM

CARAIFA FOUNDATION GIFT - "TO IMPROVE THE QUALITY OF LIFE"

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 \$ _____

Click [here](#) to access the pledge form



CONGRESS 2024

2024 CARAIFA CONGRESS
APRIL 28 - MAY 02

"YOUR PROTECTION, OUR MISSION"

GUEST SPEAKER
BARONESS SCOTLAND

A British diplomat, barrister and politician, serving as the sixth secretary-general of the Commonwealth of Nations. She was elected at the 2015 Commonwealth Heads of Government Meeting and took office on 1 April 2016. She is the first woman to hold the post. She was elevated to the House of Lords in 1997 and, as a British Labour Party politician, served in ministerial positions within the UK Government, most notably as the Attorney General for England and Wales and Advocate General for Northern Ireland. She is a dual citizen of the United Kingdom and Dominica, where she was born

REGISTER TODAY

Get ready for the thrill of the year! CARAIFA's 35th Annual Sales Congress is coming with a bang! Join us from April 28th to May 2nd, 2024, at the luxurious InterContinental Dominica Cabrits Resort & Spa, Portsmouth. This year's theme, **'Your Protection, Our Mission,'** promises an unforgettable experience. Early registration is **NOW OPEN!** Secure your spot and embark on a journey of knowledge, connection, and success. Don't miss out register NOW at [this link](#) and be part of this extraordinary event

EYE ON THE CARIBBEAN – BARBADOS

BARAIFA held its 50th Annual Awards Presentation on Saturday August 12th, 2023, at Sandals Barbados Resort, St. Lawrence Gap, Dover Christ Church, under the theme "Breaking New Ground." Below are some highlights captured at the event.



Headley Agency winner of the Agency of the Year award



Allison Mottley winner of the Mertilla Coulthrust Award



Robert Headley winner of the Agency Manager Award



Akeisha Davis winner of the Rookie Award



Margaret Matthew winner of the Marjorie Tait Memorial Award



Ms. Lana Butcher being presented an award by Mrs. Gloria King-Kirton



Angela Yearwood winner of the Life Underwriter of the Year Award



CARAIFA Executive 2023-2024 and Barbados Finance Minister From left: President Hugh Meredith, PR Director Triola Harper-Smith, V.P Gerald Cruickshank, Secretary General Marcelle Fenton, Regional Congress Coordinator Otis Hamilton, Barbados Finance Minister Ryan Straughn, IPP Alicia Birch, Education Council Chair William Wiltshire, and Foundation Chair Deon Cummins

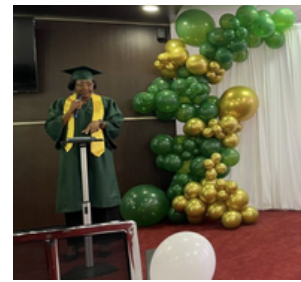
EYE ON THE CARIBBEAN – BELIZE



Pictured left to right – Ms. Zeidie Rodriguez & Ms. Vikky Murga



BELAIFA bids adieu to our long standing member Mrs. Maria Coyi of RFG Life



Dawn Henry FSCP (Past Ed Co & President of BELAIFA)



BELAIFA is celebrating Insurance Awareness Month in October 2023 under the theme **Insurance: Financial Resilience For Every Stage of Life**. The month will be opened with a Prayer Service 01 October where members will join a chosen congregation in Worship.

Other activities to celebrate the month include a webinar on retirement planning, our annual food drive, a Financial & Health Wellness Fair and a Health is Wealth 5K Walk. The month will be closed with the Day of Common Concern on 31 October 2023.

EYE ON THE CARIBBEAN – CAYMAN ISLAND



General Meeting held October 5
Focusing on raising funds for
the local community as well as
the CARAIFA Foundation.

EYE ON THE CARIBBEAN – GUYANA



Members of GUYAIFA- Agent
Development Seminar
September 2023



Owen Maison presenting on
agent's education September
2023



President Joel McPherson
presenting token of
appreciation to Ms Maritha
Halley

EYE ON THE CARIBBEAN – JAMAICA



Triola Harper-Smith outgoing President
passes gavel to Denton Atkins
incoming President of JAIFA 2023-2024
at AGM2 023 September 7



JAIFA Board of Directors/Members
joined by CARAIFA Secretary General
Fenton start the new term by
attending Church Service –
2023 October 1



JAIFA President Atkins with Western Chapter
Committee at their General Meeting 2023
October 9



JAIFA Board of Directors
2023-2024

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EYE ON THE CARIBBEAN – TRINIDAD & TOBAGO

Below is an article written by TTAIFA's President Mr. Larry Tai Chew

Contact TTAIFA, to learn more: www.ttaifa.com @ info@ttaifa.com f ttaifanews © ttaifanews

Leaving a Legacy: Leveraging Life and Critical Illness Insurances for Optimal Estate Creation and Preservation



ARTICLE BY LARRY TAI CHEW, TTAIFA PRESIDENT

When it comes to estate planning, the importance of life and critical illness insurance cannot be over-emphasized. These tools can be leveraged to protect wealth and create wealth for a lasting legacy. The concept of "buying dollars at the price of pennies" aptly illustrates how insurance is the most cost-effective strategy for estate creation and its preservation. It is the only product created by man that materializes an immediate estate upon an event happening, that event being death or diagnosis of a critical illness.

Life insurance plays a crucial role in estate planning. It does not only provide financial protection for the family or business in the event of the insured's death; it can also serve as a powerful tool to build and transfer wealth. The death benefit proceeds from a life insurance policy can provide an immediate cash infusion, which can be utilized to liquidate all outstanding debts, thereby preserving the estate's value for the beneficiaries and even bolstering the final size of the deceased's estate.



Specific life insurance policies, such as whole or universal life, have a cash value component that grows over time. These funds can be accessed during the policyholder's lifetime for various needs, such as supplementing retirement income in later years, funding a business venture, or even being used as collateral for a loan.

Critical illness insurance, a living benefit when the insured needs immediate cash, provides a lump sum if the insured is diagnosed with a specified critical illness. This is invaluable during a time when income is reduced due to the inability to work while medical or other related costs are rising. This financial injection of cash can prevent the depletion of one's personal savings or the need to liquidate investments in an untimely manner to pay bills.

Let us delve into how these insurance types can benefit individuals and business owners more specifically.

Personal life insurance can be a strategic tool for leaving a financial legacy. The death benefit will provide an inheritance for the next generation to further safeguard their future, thus creating a lasting legacy for their family. The cash value component of permanent life insurance can also be a source of tax-efficient wealth accumulation. Since the cash value grows over time, it further enhances the insured's retirement pool as a living benefit that the insured can personally benefit from in their latter years.

Through the concept of "buying dollars at the price of pennies," the relatively small premium payments will always translate into a substantially larger death benefit. This is a significant, cost-effective way to ensure a sizable legacy for loved ones or charitable causes close to the insured's heart.

For business owners, life and critical illness insurance takes on additional significance. In the event of a business owner's death, life insurance can provide the necessary funds for a smooth business transition with proper succession planning. With the key person's death, the company can use the funds to buy the deceased's share of the business, preventing a forced sale or the entry of an unwanted partner. It can also use the new-found liquidity to outsource and fund the expertise should the beneficiary not be in the position to take up this new role as a business owner at that time. This ensures that the business owner's legacy continues, and their family receives fair value for their share of the business. Bankers, business associates and suppliers remain confident to continue transacting business as proper succession planning was in place.

Critical illness insurance for the business owner can provide a financial safety net if the business owner cannot work due to a critical illness. Cash is readily available without needing to touch one's personal funds or business cash that would have been required to keep operating. It can even cover business expenses, buy time for recovery, or fund a business succession plan, thereby preserving the business owner's legacy, to name a few.

Furthermore, using insurance to fund buy-sell agreements provides a cost-effective solution to financing the transfer of business ownership. Again, the concept of "buying dollars at the price of pennies" comes into play as the premiums paid for the insurance policies are significantly lower than the benefits received, ensuring business continuity.

In summary, the journey of life comes with many hazards. The untimely death of a joint or sole breadwinner or business owner, the diagnosis of a severe disease when one is financially unprepared. Even old age without proper retirement planning can be a dreadful position to face one day.

If individuals, families and business owners' situations are ever-evolving, your risk management portfolio must be reassessed periodically. Remember, legacy planning must be done pro-actively and never reactively because the latter is too late.

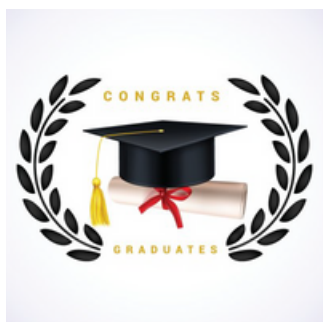
Contact a qualified insurance agent or financial advisor today and ask for a review!

EDUCATION CORNER



William "Nat" Wiltshire
B.A., D.L.U.
Education Council Chairman

CARAIFA CONGRATULATES THE SEMESTER 2, 2023 FSCP DESIGNEES



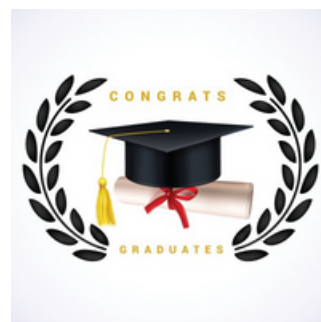
BARAIFA

- Daniel Lovell



JAIFA

- Donald Spence
- Julia Stewart
- Chantelle Smith



TTAIFA

- Joseph Devon
- Lisa Sydney
- Evangeline Jordan
- Devindra Najab
- Jamie Gerald-Hutchinson
- Leighton Dennis
- Prudence Bahaw
- Torza Davis

EDUCATION SCHEDULE 2024

SEMESTER	SEMESTER STARTS	CLASSES BEGIN	EXAM DATE	SUPPLEMENTAL EXAM DATES
1	January	January 8th	March 13th & 14th	April 17th & 18th
2	May	May 6th	July 10th & 11th	August 14th & 15th
3	September	September 2nd	November 6th & 7th	December 11th & 12th

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