



CARI-NEWS

VOLUME 18 ISSUE 2 APRIL 30 2020

PRESIDENT'S MESSAGE

Who would have thought that the second quarter of 2020 would have started out the way it did? I am certain that no one had goals at the end of 2019 that included surviving a pandemic in the new year.

In spite of being in the midst of a seemingly dark and dreadful situation, it is important for us to look for the positives. I trust that the down time is being used to not only work from home but to spend time with loved ones, learn a new skill, catch up on exercise, maybe re-discover your cooking skills or just simply resting. It is important to do these things now, because we usually are not able to do it as much when we are fully at work.

As financial advisors and insurance agents, a vital aspect of our business is face to face meetings but these recent circumstances give us an opportunity to strategize and rethink the way we do business. Looking at how much charity work is being done all around the world, it is evident that many people are living in poverty and those who are better off are not sufficiently prepared for a life emergency or health crisis. When the pandemic subsides, there is a ripe market for our industry and we need to be prepared.

The world will never be the same again and perhaps that is a good thing. It is imperative that we use the lessons learned from this time to improve our approach not only to our business but to life in general. It will take many months for us to get back on track but it will be done.

It is my hope that while we wait, everyone is following all of the required guidelines and doing what is necessary to stem the spread of this disease.

Stay safe.



Alicia Birch MBA, LUTCF

Inside this Issue:

Editor's Note	2
Eye on the Caribbean	3
Article by Joseph Jordan	4
Coronavirus Update – Sagicor Article	5
Caraifa Congress 2020 Post-poned	6
Foundation Corner Article	7
Education Corner	8

Editor's Note



Monica Robotham, SLU, CLU, CHFC
PR Marketing and
Communications Director

The beginning of May 2020 should have found our members celebrating CARAIFA's 34th Annual Sales Congress under the theme '*Tick-Tock*' at the Hyatt Regency Hotel, Port of Spain, Trinidad and Tobago. Instead we are facing the COVID-19 pandemic, the like of which this generation has not seen before. As most of our territories are either partially or fully on lock down, we are beginning to feel the real impact of the novel coronavirus on our economies.

Tourism, BPO sectors, restaurants and entertainment industries are among the most hard hit by the virus and they have been forced to make adjustments to how they operate. There is no nation in the world that has not been impacted by this, one way or the other. As our leaders fight to control this pandemic, we too must do our part.

The preservation of our businesses is crucial to us and most importantly our clients. The uncertainty of each day behooves us to protect our clients as anyone can die or fall ill, leaving loved ones to pick up the pieces.

It is also a time where many are facing severe financial constraints. Therefore, let us reach out to our clients, giving not only financial advice but also providing encouragement and information as they may be facing difficulties staying afloat.

CARAIFA would like to take the opportunity to commend the nurses and doctors who have been risking their lives to provide healthcare during this pandemic. We thank them for their bravery and selflessness. We encourage them to stay strong as we continue to pray for them and their families.

The current executives of CARAIFA remain in place until 2021: *President*-Alicia Birch, *Immediate Past President*-Wynthrop Catwell, *Vice President*-Hugh Meredith, *Education Council Chairman*-William Wiltshire, *Secretary General*-Marcelle Fenton, *Regional Congress Coordinator*-Gerald Cruickshank and I remain the *Director of PR, Marketing and Communications*-Monica Robotham.

We encourage all of our members to stay safe, follow the guidelines, protect our families and lookout for our fellow men. As the motto of Trinidad and Tobago says "*Together We Aspire, Together We Achieve*".

In our greatest need for encouragement right now, choose joy, choose purity, choose trust, choose faith, reject anxiety - keep your eyes focused on Christ and find the confidence that comes through knowing him. Together we will come through. We will win this battle. Please read: Philippians 4:4-9.

EYE ON THE CARIBBEAN

The article below features the Sagicor's Eastern Caribbean Annual Awards Ceremony held on March 7, 2020 at the beautiful Sandals Grande Antigua Resort and Spa, in Antigua and Barbuda. The article was submitted by the Antigua and Barbuda Association of Insurance and Financial Advisors.

THE A TEAM

We sat in our seats; ladies beautifully and elegantly dressed and gentlemen immaculately clad; awaiting the announcement of Agency of the Year 2019 at Sagicor's Eastern Caribbean Annual Award Ceremony.



The announcement that George's Agency of the Antigua branch was Agency of the year was met with loud applause from the audience and surprise and jubilation from the members of the team.

It was indeed a very hard fight to come out on top for 2019. There were many who could have taken the title but with hard work and resilience George's Agency outperformed them all, once again.

For the past eleven (11) years, George's Agency, headed by Mr. Leon George, has won this title eight (8) times.

This is no easy accomplishment.

Mr. George attributes this to the unwavering commitment and dedication of his team members; a team of hard working, energetic and ambitious individuals who would go above and beyond to achieve their goals.

George's Agency has been the most successful Agency in Sagicor's EC operations and has been the Agency of envy. The Agency to beat. The Agency to conquer. And most of all; the Agency most sought after.

Mr. George's mantra is that when you motivate and reward individuals for their work; high end performance flows naturally.

His Agency meets regularly for breakfast, for lunch and even dinner. Agency meetings are not the regular academic conference room meetings but instead, a relaxed, informal meeting over a meal away from the office setting.

Team members appreciate his motivation and leadership.



TEAM MEMBERS:

Leon George (Agency Manager)

Ogden Browne, Joshua Fabian, Hezekiah Morrissey, Eswick Sullivan, Patrick Simon, Anthony Stuart, Dale Bailey, Ava Jackson, Dotsie Isaac, Kerry-Ann Samuel, Tyra Taylor, Lydia Baptiste

The article below was written by the renowned speaker and author Joseph Jordan. It was extracted from an email received by the CARAIFA Secretariat on Monday, May 5, 2020.

My message is simple: **DON'T WASTE THIS CRISIS!**

Our core products were made for markets like these! In my 43 years in the business, I have lived through:

- * The high inflation of the '70s
- * The sky high interest rates of the '80s
- * The stock market crash of '87
- * The Asian and Russian crisis of the early '90s
- * The meteoric rise of interest rates in '94
- * The near bear market of '98
- * The dot com crash
- * 9/11
- * The 08-09 crash and the near crash of 2011
- * and the Christmas Eve massacre of 2018

All of these incidents with the exception of 9/11 were primarily financial crises. The current crisis also brings to bear the fear of death and disability.

Look, there has never been a time when clients are more in need of a trusted financial advisor.

This is not the time to take your foot off the pedal. In all bear markets, advisors have two primary focuses:

- 1) Contact your current clients to show your concern and the benefits of your advice, plan and products. They need you now!
- 2) Bear markets are ideal environments for aggressive new client acquisition.

The bottom line is you can always learn by doing, but we never DO by learning. You will not learn your way to the top of this profession. You will behave your way to the top. Now is the time to DO.

Remember, this business is built on two pillars: Prospecting...

And EVERYTHING ELSE.

Stay safe and take action today to seize this opportunity.



The article below is attributed to Sagicor Investments Research Unit article on Coronavirus Update week ending May 1, 2020.

Coronavirus Update

Covid-19 Pandemic and The Caribbean

As the number of Covid-19 cases surpass the 3 million mark, the Caribbean has recorded over 1,000 cases to date. The pandemic has forced an unprecedented move by governments across the islands to close the borders and institute country wide lockdowns

The Caribbean is highly dependent on Tourism, accounting for 50% to 90% of the region's GDP. With the closure of the borders, the Tourism sectors have been significantly affected and is projected to decline by 60% to 70% in the last three-quarters of 2020 compared with 2019. With the most significant declines expected to occur in the second and third quarters.

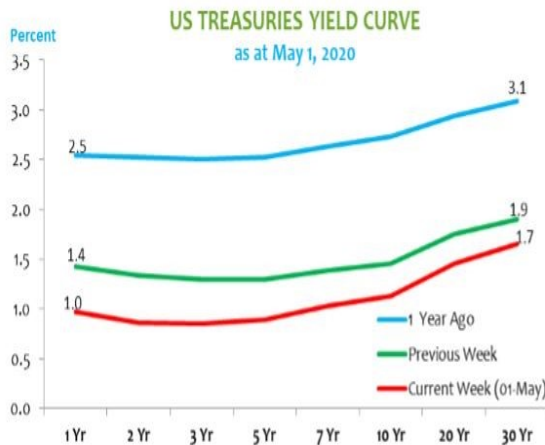
Global cruise line and air travel industries have ground to a halt with major cruise companies cancelling sailings through June and most airlines reducing or suspending service to the Caribbean region. Likewise, the pandemic has crippled vital tourism source markets in North America and Europe. This, together with tight border controls and travel restrictions, has led to massive hotel booking cancellations and temporary resort closures—increasing unemployment rates.

Economic activity in the region is projected to contract by 6.2% in 2020. This would be the deepest recession in more than half a century in the region. How resources are allocated to sustain the economy during the crisis will contribute to the pace of recovery.

To mitigate the effects on the Jamaican economy, the Bank of Jamaica released a statement suspending dividends from financial holding companies and deposit-taking institutions. While this will have short-term impact to shareholders, the aim is to bolster a fundamentally strong financial system and stimulate growth for the duration of the pandemic.

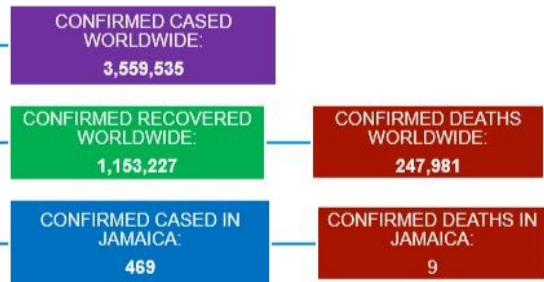
The pace of recovery will depend on the timing of the outbreak peak in the Caribbean and key visitors' countries, the nature and resiliency of the tourism sector and sectors that indirectly depend on tourism, and the government's policy response.

A rebound in tourism is expected in 2021, with a full recovery expected in 2022-2023. The region should also benefit from the fall in global oil prices and lower tourism-related imports.



Coronavirus Update

COVID-19



International Equity Performance



Indices	Last Price (01/05/2020)	Year to Date
Emerging Markets		
Shanghai Composite (China)	2,822.44	-8.52%
Sensex (India)	32,720.16	-21.40%
Bovespa (Brazil)	80,560.00	-32.25%
IPC All-Share (Mexico)	36,870.09	-17.03%
Europe		
DAX (Germany)	10,861.64	-18.86%
CAC 40 (France)	4,572.18	-24.32%
FTSE 100 (Great Britain)	5,762.98	-24.21%

**STAY HOME .
SAVE LIVES.**

Help Stop Coronavirus

CARAIFA CONGRESS 2020 POSTPONED UNTIL 2021

Due to the pandemic of COVID-19. The CARAIFA CONGRESS 2020 has been postponed to May 2021. As time passes, updates will be sent out to all the territories. At this time, we ask everyone to stay safe.

TICK TOCK

CARAIFA 34th ANNUAL SALES CONGRESS 2020
HOSTED BY TTAIFA

MAY 3RD - 6TH, 2020
HYATT REGENCY HOTEL
PORT-OF-SPAIN, TRINIDAD

CARAIFA
CARIBBEAN ASSOCIATION OF INSURANCE & FINANCIAL ADVISORS

TTAIFA
TRINIDAD AND TOBAGO ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

4 DAY PROFESSIONAL DEVELOPMENT AND NETWORKING OPPORTUNITY

REGIONAL AND FORMER SPEAKERS

REGULAR REGISTRATION
JANUARY 1ST - MARCH 31ST

\$ 2050 USD	SINGLE OCCUPANCY
\$ 1650 USD	DOUBLE OCCUPANCY
\$ 1400 USD	LIVE OUT

OTHER REGISTRATION

\$ 1250 USD	SPOUSE REGISTRATION
\$ 182 USD	EXTRA NIGHTS STAY

FOUNDATION CORNER

**“For I Became Hungry and You Gave Me Something to Eat,
I Was Thirsty and You Gave Me Something to Drink.**

**I Was a Stranger and You Clothed Me I Fell Sick and You Looked after Me.” --
(Matt 25 35, 36. NW)**

The partially quoted verses captioned above are for all those on the front line in the epic battle against a relentless enemy whose strategy seems to be that, “Before I succumb I intend to take as many victims with me as I possibly can; especially those who are ill equipped and or unprepared for my stealth like attacks”



Wynthrop Catwell
Immediate Past President

I salute your sacrifice, your determination your commitment, your compassion, your kindness and indeed, I sincerely and sadly regret your many losses. Deepest condolences to you and all those whose families have lost loved ones to this very pervasive and merciless killer, COVID-19.

This Pandemic that has very simply brought the world to its knees, has done so like a “skill-full” soldier, more specifically one “trained to be a sniper” who quietly observes the enemies lapses and weakness and then carefully takes aim and end their lives. The rapidity with which COVID-19 strikes those with comorbidities, such as Hypertension, Asthma, Coronary Heart Disease, Diabetes Miletus, Renal Failure, and Systemic Lupus, in addition to its merciless destruction of the Elderly and Infirm has left the world shocked and in disbelief.

The statement made in the Caption above was part of the response to a question raised when Jesus was sitting on the Mount of Olives. **“Tell us when will these things be and what will be the sign of your presence and of the conclusion of the system of things?”**

The fact that we have been caught off guard to a large extent, is simply because we were not aware of the answers to the questions raised or we simply ignored them. COVID-19 has stealthily reminded us that we should always have on our suit of amour to protect us against the burning missiles of the enemy.

As an organization, The CARAIFA FOUNDATION as a social part of the Caribbean Association of Insurance and Financial Advisors a non-profit Fraternal Parent Body of Insurance and Financial Advisors across the Caribbean has been on the “Front Line” in the fight against some of the afore-mentioned comorbidities with specific emphasis on Kidney Disease and end stage Renal failure. Our success has been moderate by our own standards but we have been relentless and will continue to do so. In fact, we shall redouble our efforts because we have also lost in the battle on the “front line” despite the sacrifices, determination, compassion, commitment, and kindness. We, like you, will continue to give of our best selves to those who may be hungry, those who may be thirsty, those who are strangers, those who may be naked, and especially those who are sick.

Keep Safe. Keep Sharing. Keep giving.

EDUCATION CORNER



The students below completed their FSCP Designation in Semester 1, 2020. We would like to congratulate them and wish them all the best in their future endeavours.

TTAIFA

Cheryl Edwards—Gilkes
Jhavon Felmine
Alicia Lewis—Sprott
Beverly Loobie Alleyne
Oma Ramdeo Harripersad
Sarah Superville

BARAIFA

Audrey Reid
Patrick Moore
Natasha Licorish

JAIFA

Phyllis Linton-Brown

Education Reminders

Semester 2, 2020 Regular Exam Dates - July 22nd and July 23rd

Semester 2, 2020 Supplemental Exam Dates - August 26th and August 27th