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ALICIA BIRCH
MBA, LUTCF

PRESIDENT

PRESIDENT'S MESSAGE

We are thrilled to welcome you to Congress and our Annual General Meeting for 2023, less than two weeks away!

After some challenging years, we are excited to finally be able to meet face-to-face and connect with each other in person.

As we prepare for the event, we want to remind you that your safety is our top priority. We have implemented several measures to ensure that our Congress is a safe and enjoyable experience for everyone.

We are also excited to announce that we have a fantastic lineup of speakers and sessions planned for this year's Congress. We have carefully curated a program that covers a wide range of topics, from the latest industry trends to best practices and strategies for success.

Finally, we want to express our gratitude to our attendees, sponsors, and partners who have supported us through this challenging time. We are looking forward to finally being together after the COVID-19 pandemic as we create lasting memories together.

Thank you for being a part of Congress 2023. We can't wait to see you in person!

Best regards,
Alicia Birch

EDITOR'S NOTE



Monica Robotham
SLU, CLU, CHFC

**PR, Marketing &
Communication Director**

My Caribbean Colleagues, I greet you well.

I am extremely pleased to present you with our Pre-Congress Newsletter. Having been tasked with the privilege of leading a Post COVID Congress, it is my pleasure to assure you we will indeed be rolling out in fine style.

It was just a few months ago that we took the bull by the horn and embarked on what is now shaping up to be a larger-than-life Congress. With but a few bumps along the way, in another two weeks, by God's help, we will be at the beautiful Hilton Rose Hotel in Montego Bay, as we learn and celebrate under the theme Resilience- Rising Above Challenges

It will be my joy to welcome each and everyone of you.

Monica Robotham.



CARAIFA'S EXECUTIVES 2019-2023



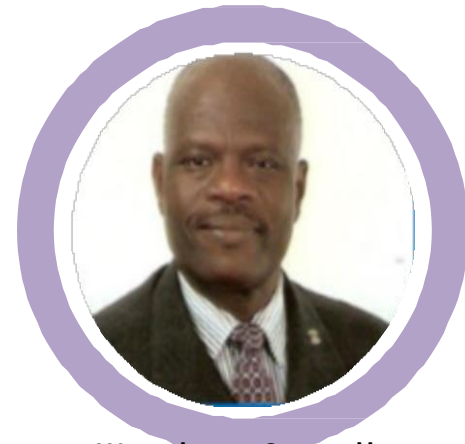
Alicia Birch
President
(Trinidad & Tobago)



Marcelle Fenton
Secretary General
(Jamaica)



William Wiltshire
Education Council
Chairman
(Trinidad & Tobago)



Wynthrop Catwell
Immediate Past
President
(Barbados)



Hugh Meredith
Vice President
(Jamaica)



Monica Robotham
Public Relations Marketing &
Communications Director
(Jamaica)



Gerald Cruickshank
Regional Congress
Coordinator
(Trinidad & Tobago)



3 steps to winning the endurance game

The article below was taken from the MDRT Blog. It was published on Wednesday, November 23, 2022

After competing in endurance sports- including five marathons, two Ironman races and several triathlons- I realized the financial services profession is not a sprint; it's a marathon. Therefore, having the right mindset is crucial to building something sustainable.

To most people, marathons seem like an impossible distance to conquer. Yet, every weekend, thousands of regular people cross the finish line. So, it can be done, even though no one is born with such endurance. The good news, though is that endurance can be built. It's the same with our business endurance.

During my decade-long career in financial services, I've noticed patterns in building the business endurance mindset. Continuously achieving MDRT, Court of the Table and even Top of the Table for many years might seem like an impossible feat, much like crossing the finish line of a marathon. What if, however, much like in training for endurance sports, you built a mindset in business that allows you to continuously nail your goals? I think you can.

First Step- Commit to a clear goal

No great achievement can be accomplished without a fervent commitment to conquering it. Why is that goal so important and personal to you? Is it crystal-clear enough?

Second Step- Plan your work, work your plan

Goals without plans are nothing. Break it down to monthly or even weekly goals. Monitor them closely to ensure you're on track. This is what sets aside committed versus merely interested people.

Third Step- Don't climb Mount Everest alone

Nothing great is achieved alone. Surround yourself with people who will run with you and believe in you no matter what. Great things take time.

We must be ready and embrace the process. What we sow now, we won't reap today. Don't run a marathon with a sprint mindset.

Finally, without commitment, you'll never start. And without consistency, you'll never finish. Let's win our endurance game.

EYE ON THE CARIBBEAN

JAIFA

Western Chapter - 5K RUN



Membership Drive



Western Chapter Managers Forum



Western Chapter High Tea Cocktail





CONGRESS BUSINESS MEETING SCHEDULE



Sunday, May 14, 2023

- ❖ 4:00p.m. Orientation for First Time Participants
- ❖ 6:00 p.m. CARAIFA President’s Cocktail
- ❖ 6:45p.m. Hall of Fame Ceremony & Dinner

Monday, May 15, 2023

- ❖ 8:30 Opening Ceremony & Flag Ceremony

MAIN PLATFORM

- ❖ Joseph Jordan
- ❖ Christopher Williams
- ❖ Kai Clarke
- ❖ Andre Allen - Casey
- ❖ Bonnie Godsman
- ❖ Georgia Crawford-Williams

WORKSHOPS - 2:00 p.m. to 3:00 p.m.

- ❖ Joseph Jordon
- ❖ Andre Casey-Allen
- ❖ Bonnie Godsman

WORKSHOPS - 3:15 p.m. to 4:15 p.m.

- ❖ Alicia Hussey
- ❖ Joseph Sidaros
- ❖ Joseph Jordan

KARAOKE & GAMES NIGHT - 7:00 p.m.

Tuesday, May 16, 2023

7:00– 8:00a.m. Speakers Forum Competition

MAIN PLATFORM

8:50 a.m

- ❖ Anthony Boquet
- ❖ Dr. Keniel Chrysostom
- ❖ Dr. Lindberg Simpson
- ❖ Christopher Lawe & Michelle Havelock
- ❖ Alicia Hussey
- ❖ Norma Williams
- ❖ Robert “Bobby” Bond

THE AGENT SPEAKS

WORKSHOPS - 2:00 p.m. to 3:00 p.m.

- ❖ Alicia Hussey
- ❖ Robert ‘Bobby’ Bond
- ❖ Anthony Boquet

WORKSHOPS - 3:15 p.m. to 4:15 p.m.

- ❖ Norma Williams
- ❖ Robert ‘Bobby’ Bond
- ❖ Anthony Boquet

Club CARAIFA Glow Party - All White - 8:00 p.m

Wednesday, May 17, 2023

8:20 - 8:35 a.m.

THE AGENT SPEAKS

MAIN PLATFORM

- ❖ Michael Maragh

Closing Ceremony

- ❖ Changing of the Guards
- ❖ Announcement of Speakers’ Forum Winner

TOURS - 11:00 a.m.

CARIBBEAN REGGAE PARTY

Wear country colours - 7:00 p.m.

Thursday, May 18, 2023

11:00 a.m. Checking Out/Departures

Meet Some of Our Speakers!

Main Platform Speakers



Norma Williams



Anthony Boquet



Main Platform Speakers



Joseph Jordan



Michael Maragh



DRESS CODE



DRESS CODE



Resilience - Rising Above Challenges

Sunday, May 14

Hall of Fame



Monday, May 15 & Tuesday, May 16

Business Attire



Wednesday, May 17

Tour day



Monday to Wednesday Nightly Activities

Monday Night - Karaoke and Games evening

Tuesday Night - Club CARAIFA, Glow Party

Wednesday Night - Caribbean Reggae Party - Wear your Country Colours



CONGRESS ENTERTAINMENT SCHEDULE



4:00p. m.

Monday

7:00p. m.

Team Competition:

- Football
- Bun eating
- Sack race



- Dominoes
- Bingo
- Card Games
- Musical Chair

Tuesday

4:00p. m.

Team Competition:

- Beach Volley Ball
- Scavenger Hunt
- Beach Relay



7:00p. m

CLUB CARAIFA

GLOW PARTY



All White Affair



Wednesday Excurision

1:00p. m

- | | |
|--|---|
| 1. Dunn's River Falls | 3. Rose Hall Great House (100 persons) |
| 2. Green Grotto Cave (70 Persons) | 4. River Rapids (50persons) |

Please indicate your TOUR of choice via email - jaifa@cwjamaica.com Promptly

7:00p. m.

Caribbean Reggae Party



Wear Your Country Colours !





Education Corner

Chartered Life Underwriter Programme (CLU) Through Advocis

A CLU is a Financial Advisor with advanced knowledge in Health and Life Insurance as well as Employee benefits. Persons in the life insurance/financial services business must have done the FSCP programme in order to do the CLU programme. Persons outside the life insurance/financial services business do not require any prerequisites to do the CLU programme. Students may enroll in this programme through CARAIFA following pre-established steps that includes their local associations.

Education Schedule 2023

SEMESTER	SEMESTER STARTS	CLASSES BEGIN	EXAM DATE	SUPPLEMENTAL EXAM DATES
2	MAY	MAY 1 ST	JULY 12 TH & 13 TH	AUGUST 16 TH & 17 TH
3	SEPTEMBER	SEPTEMBER 4 TH	NOVEMBER 8 TH & 9 TH	DECEMBER 13 TH & 14 TH

"THE PARAMOUNT PROVIDER OF PROFESSIONAL EDUCATION FOR LIFE INSURANCE AND FINANCIAL ADVISORS IN THE CARIBBEAN"

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