



## Inside this issue:

- Presidents Message **1**
- Editor s Note & Article **2**
- Article Contin-ued **3**
- Congress 2019 Belize **4**
- Executive News and Highlights & Eye on the Member Asso- ciation plans for DOCC **6**
- Education Cor- ner **7**

## Presidents Message



Mrs. Alicia Birch  
President 2018-2020

Although many people around the Caribbean region have begun their Christmas preparation and are looking forward to that treasured time with families and friends, there are others who may not be able to even think about celebration and merriment because they have to deal with some kind of hardship or challenges. We must remember to be our brother's keeper and check on one another. A kind word or deed will go a very long way.

On October 31<sup>st</sup>, we focus on kidney awareness through our ðDay of Common Concernö. I know at this time all the territories are doing their part to promote the cause. I would like to say thank you for your commitment and I am encouraged by your efforts. Your work does not go unnoticed and the assistance is greatly appreciated by the recipients.

As financial advisors, we must engage in a different type of preparation in order to have a great end of year and last quarter. We must reflect on our goals set at the beginning of 2018 and ensure that we have met them, finishing the year strong. Even though many of us may not have realized our goals ,do not feel defeated, be encouraged and determine to start off 2019 even greater. One of the resources that can be utilized to improve your performance as a financial advisor is our signature event, our annual congress. Next year it will be held in San Ignacio Resort Hotel in Belize , May 5 to 8<sup>th</sup> 2019. I am looking forward to seeing and having a wonderful time with all of you in Belize.

Continue to foster the great relationships that we have at CARAIFA. Let us stay in touch with one another as we move forward into a blessed Christmas season and a prosperous 2019.

## EDITORS NOTE



**Monica Robotham, CLU, Ch.F.C,  
SLU**

**PR& Marketing  
& Communication Director**

My Caribbean Colleagues, I bring you greetings.

It is said that *“life is 10% what happens to you and 90% of how you react to it.”* Charles R. Swindoll

As this calendar year comes to a rapid close and my personal journey as President of JAIFA, we the people of the region has seen some challenging times; some more than others. We are emerging stronger from 2017 into 2018 and now looking to 2019.

Recently we have seen flooding across the island of Trinidad & Tobago. Several residences were damaged and roads were inundated. Fortunately there was no report of lives lost, but about 120,000 persons were impacted. We have also

seen more frequent occurrences of earthquake in diverse places.

We are happy to note that Dominica continues to make many strides as they recover from Hurricane Maria. We understand that the Government has undertaken massive reconstruction drive to restore the bridges and roads.

We continue to endure, pushing through any obstacles life throws at us, striving for our goals and ultimately reaching for our prize. Also, as we approach the season of goodwill lets not forget the less fortunate, lets share the Christ in us.

As we focus on the Day of Common Concern (DOCC), recognizing the challenges faced across the Caribbean as it relates to Kidney Disease, not only in adults but also in a great number of children. Let us support the work of the foundation as we impact lives across the regions.

As Financial Advisors let us ensure that we continue to give said guidance to our clients and strengthen each other.

*“Being strong is not an option for those who want to survive, it is a necessity”*,  
Terry Mark

### **Increase Investment in Disaster Risk Management**

MicroFinance Institutions (MFIs) need to increase their investment in disaster risk management prevention, states Yuri Chakalall, natural disaster and risk management senior specialist at the Inter-American Development Bank (IDB).

The micro, small and medium enterprise sector needs to acquire greater disaster resilience, and MFIs have a stake in assisting them achieve this, Chakalall posited; and explained that the financial institutions would benefit by helping their clients prepare to reduce their vulnerability.

*Extract from the Daily Gleaner, October 23, 2018*

"We have found that for every dollar invested to mitigate against risk reduction yields between \$4 and \$6 in future avoidance of losses," stated Chakalall.

"Therefore, rather than wait for a disaster to happen, a lot of work should be done in risk resilience preparation to understand and manage risks."

The risk management specialist said for the period 1995-2015, natural disasters cost the Americas a total of US\$870 billion in losses; and, he noted that these disasters came as a result of flooding, storm-related damage and seismic events.

He was presenting on the theme 'Disaster Risk Management and Business Continuity - Issues to Consider and How to Evaluate Risk' at the Caribbean Microfinance Alliance Forum, which was held at the Hyatt Ziva Hotel, Rosehall, St James, recently.

Chakalall explained that while data regarding the impact of natural disasters on the sector overall was sparse, records show that the economic impact of natural disaster has been increasing since the early 1900s.

He added that MFIs were often impacted by natural disasters because many of their clients live in vulnerable areas, or were affected by poor building practices.

"These disasters affect the microfinance sector through liquidity issues," he explained. "There is often an increase in delinquency because clients can't repay. Also, there is loss of equipment, home, staff and other issues. This is why organisations such as the Caribbean Development Bank and the Inter-American Development Bank, and other entities are working to introduce tools which will provide better access to information and knowledge management to aid risk prevention."

He also pointed out that a 2007 study from The University of the West Indies, St Augustine, noted that of 47 financial institutions surveyed across the region, 60 per cent of them did not have contingency plans; 94 per cent had no client risk diagnostic system; and 78 per cent had no preventative or relief policy in place. To mitigate against effects of natural disasters, he urged MFIs to consider several measures that would benefit them and their clients. "One way to help these situations is that MFIs can come up with their own characterisation of appraising risk and hazard exposure. They can also seek to measure the impact of damage on clients themselves," he explained.

Gillian Hyde, general manager, JN Small Business Loans, and member of the CMFA Board of Directors, said any measure in disaster risk management would benefit the sector in Jamaica and the region.

"In the past, MFIs have assisted clients after natural disasters to get back on their feet. We believe that such plans, as well as assistance from relevant stakeholders in areas such as disaster insurance, will also benefit the sector," she stated.

Chakalall said the region could also examine other regions, such as Bangladesh and Pakistan, which have been successful in bringing grass-roots disaster risk management in their portfolio through methods such as loan refinancing, and communicating with clients to give them greater confidence.

"They are also exploring insurance for their clients that will help with recovery from disasters," he noted, and advised that the MFIs could also consider raising money to assist clients through catastrophe bonds, insurance and other measures.

"The financial cost of risk as it relates to disasters is increasing," he informed. "This is becoming an important policy area for the region, as we see an increase in disasters."



**Congress 2019 Belize**

**Registration Information**

**EARLY BIRD REGISTRATION** Register by December 31<sup>st</sup> 2018 and pay only

\$1895 USD Single Occupancy  
\$1400 USD Per Person Double Occupancy

**REGULAR REGISTRATION**

January 1<sup>st</sup> – March 31<sup>st</sup> 2019  
\$1995 USD Single Occupancy  
\$1600 USD per person Double Occupancy

**LATE REGISTRATION**

Avoid Late Registration: Deadline April 5<sup>th</sup>

**Single & Double Occupancy ONLY**

\$2095 USD Single Occupancy  
\$1700 USD per person Double Occupancy  
Cancellation & Refund Policy

(Please be advised that all cancellations must be in writing)

Cancellations received by December 31, 2018 100%

(NB: Less administrative fee of at least 10% of refund)

Cancellations received by March 31, 2019 50%

Cancellations received after March 31, 2019 (Applicant not eligible for a refund)

**DON'T BE LATE... REGISTER NOW!!**



**Congress Dates: May 5th– May 9th 2019**

**CARAIFA'S 33<sup>RD</sup> ANNUAL SALES CONGRESS**



**EARLY BIRD REGISTRATION**

Register by December 31<sup>st</sup>, 2018 and pay only

\$1,895.00 USD Single Occupancy

\$1,400.00 USD per person Double Occupancy



Enter Raffle for a chance to win an exciting prize!



**Click on the form above to register online**

**\*\*\*BENEFITS OF CONGRESS\*\*\***

- Meet motivational speakers from around the world
- Meet new people
- Gain new ideas to increase your income
- Attendees at Congress will receive 10 CE Credits
- Attend workshops to gain new ideas and to be refuelled
- Attendees at 2 workshops will receive 2.5 CE Credits
- Be able to participate in our annual Speakers' Forum Competition
- Participant in the Speakers' Forum Competition will receive 2.5 CE Credits
- Signed Attendees at the Speakers' Forum Competition will receive 1.5 CE Credits



**CARAIFA's EXECUTIVE NEWS AND HIGHLIGHTS**

The CARAIFA Executive and Education Council convened their series of August meetings in Guyana.

- 9 August 9 - Education Management Council Meeting
- 9 August 10- Presidents' Convention
- 9 August 11- Executive Meeting

CARAIFA reserves this time of year to meet and to meet and develop the way forward with our Presidents . Presidents from their respective associations bring to the fore matters of interest . New policies are developed and implementation strategies are discussed with a view to enhance the professionalism ,growth and development of our Presidents. This year one of the focus was on the` rebuilding of the Guyanese Association, one of our founding member Territory.

CARAIFA's Annual Presidents' Convention was held on August 10, 2018 under the theme : *"Evolving Mind-Sets towards Creating a Better Future"*.



President Alicia Birch with prospective board members of the **Guyana Association**.

**EYE ON THE CARIBBEAN**

**JAMAICA ASSOCIATION OF INSURANCE & FINANCIAL ADVISORS**



AGM was held on the October 19, 2018 with new Boards:

- From Left to right - PDI Chairman - Courtney Golding, Immediate Past President - Monica Robotham, Treasurer Arlene Jarrett, 1st Vice President—Nehemiah Perry, Western Chapter Chairman—Michell Cummings, President—Kathryn Marrett , Public Relations Director - Denton Atkins , Metro Chapter Chairman—Irene Graham , Central Chairman - Michelle Parke , Northern Chapter Chairman - Paul Stanford , Fundraising Director - Boyd White, Second Vice President—Otis Hamilton and Membership Director - Triola Harper Smith

**TRINIDAD & TOBAGO ASSOCIATION OF INSURANCE & FINANCIAL ADVISORS**

**LIFE INSURANCE AWARENESS MONTH OF SEPTEMBER 2018**

*The facts are that about 1 in 10 families would be devastated if the main bread winner dies and there is no life insurance.*

*It is also important to note that 1 in 5 persons in T&T and the wider Caribbean Region suffer from a critical illness disease such as heart attack, kidney disease, coronary artery disease, liver disease, etc. Which requires urgent medical treatment and surgery which needs a lump sum to cover the costs.*

*However most people don't have the funds available so their families revert to selling BBQ or Curry Que tickets which is never enough.*

**QUESTIONS TO ASK YOURSELF:**

- If I died last night how would my family survive financially? And for how many months or years?
- Am I leaving enough Life Insurance monies for my family to pay off the mortgage or to buy the house we spoke about?
- Would there be enough monies to cover the children's education right through till they graduate from University?
- Is my Life Insurance enough to pay off all the bills and continue the standard of living I've set for my family? Or would it leave them worse off?
- If I was diagnosed with a Critical Illness today where would I get the funds to pay for the emergency surgery that is needed to save my life? (Between TT\$500,000 to TT\$1,000,000)
- Where would the money come from to pay for my hospital stay or the special care I would need at home whilst I recover? What about my normal bills that are due each month?
- Would I need to sell my house, my car, my jewellery, my belongings and more to pay for these medical costs? Why don't I have a critical illness Policy that would pay me a lump sum should I be diagnosed with a critical illness today?

TTAIFA in the month of September embarked on "Life Insurance Awareness Month". The activities for the month included a panel discussion which comprised Company Executives, Senior Agents and TTAIFA's Executives. A Press Conference was also held where they had presentations from the Mayor of Port of Spain (POS) and other dignitaries endorsing the importance of Life Insurance. This was covered by the media and ran live on our website. There was information being disseminated on educating the public on the importance of life insurance via television discussion programmes, and advisements; Radio, newspapers and social media advisements.



VectorStock.com/1230781



VectorStock.com/1230781

## *Member Associations' Plans for Day Of Common Concern (DOCC)*

Dear Colleagues,

As you are aware the CARAIFA Foundation Mission is: "To improve the quality of life of the sick and disadvantaged in the Caribbean community through wellness initiatives, education and charitable funding. 'Our Day of Common Concern (DOCC) is used annually to highlight this wonderful cause. The theme for this year is: "Wellness - a Way of Life". Your activities (as is customary) should be planned for October 31 - the day designed as our DOCC. If the date is not convenient we ask that you stage your event (s) as close to this date as possible. Over the past several years it has been most gratifying to see the effort that our member territories have put into achieving this end. Below are some of the plans to mark the day.

### **BELAIFA ( Belize)**

BeLAIFA's activities will be staged during the week of October 28 to November 3. They will start off with a church service. The other activities include participation in both Radio and Television talk shows, feeding of homeless persons and spearheading a 'Food Drive' for a children's home. The weeklong programme will end with their annual fundraiser - The Red Night Gala!



### **BARAIFA (Barbados)**

BARAIFA plans to partner with the Heart and Stroke Foundation of Barbados. Their activities which includes Body mass Index (BMI) and Blood Pressure testing will be based in Sky Mall and would be doing the BMI ( ) and blood pressure testing. A nutrition display will also be mounted.

### **JAIFA (Jamaica)**

JAIFA's activity will be two fold. Firstly, there will be a Soft Launch of the Day of Common Concern (DOCC) by reaching out to company heads of Life Companies, Brokerages, and Agencies & Bancassurances to garner corporate support. They have dubbed the day "DOCC RED DAY", members will be encouraged to wear something RED and contributing their individual donations. This will be spearheaded by the MCC Reps and make their individual contribution. This will be the second phase of the activity.



### **TTAIFA (Trinidad & Tobago)**

'TTAIFA 's DOCC activities will be highlighted in three of Trinidad and Tobago's major malls. These are the Trincity, Long Circular and Gulf City Malls. They want to ensure that persons stop by the booths in at least one of these malls and get their sugar level and blood pressure tested absolutely free of charge. While there, be sure to get a copy of the healthcare flyer.'

**Warm regards,  
Pauline F  
CARAIFA Foundation Chair**



# Education CORNER

## CARAIFA CONGRATULATES SEMESTER 2, 2018 FSCP DESIGNEES

### BARAIFA

King            Jacqueline

### JAIFA

Brooks Campbell            Novia            Miller            Shami

Haughton Cummings    Carol            Spence            Veronica

McFarquhar            Olvette            Thorpe Alwaine            Vincent    Bridget

### TTAIFA

Bhagwandeem Sandie            Mark            Sharon

Corbin            Clinton            Ramkissoon            Dale

De Shong            Gale            Roland            Amina

Garcia            Jaime            Tyner            Quincy

Girdharie            Miranda            Williams Lee            Faith

Krishnanan            Nirmala

Lucas            Jeanine

Mahabir Chattergoon    Muriel

Maraj            Christopher

### EDUCATION REMINDERS

- Regular Exam datesô November 7th & 8th 2018
- Supplemental Exam dates- November December 12th & 13th 2018
- Registration Deadlineô November 5th , 2018
- Semester 1, 2019 begins January 7

Education is the most powerful  
weapon which you can use to  
change the world.

Nelson Mandela

öThe paramount provider of professional education for Life Insurance and Financial Advisors in the Caribbean.ö

**For further information you can visit our website [www.caraifa.com](http://www.caraifa.com) or email us at [caraifa@cwjamaica.com](mailto:caraifa@cwjamaica.com)**