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**T**o be at the helm of an institution as distinguished as CARAIFA is a fitting reward at the end of a long journey of servitude and commitment to the insurance industry. As I settle into this new dispensation, I can assure you that I am committed to working alongside with the rest of the new executive in the trenches to continue the outstanding legacy of CARAIFA and take the organization to new heights.

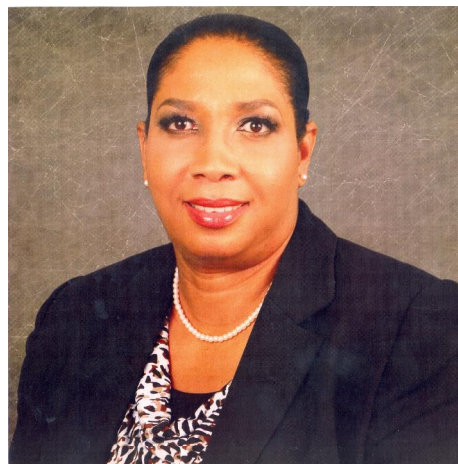
I am tremendously grateful for the ground work laid by all of my predecessors. Each person before me has brought their unique perspective that added a building block to make CARAIFA so great. I too am ready to make my contribution and I have encapsulated the major goals for my term under the theme of "Evolving Mindsets Towards Creating a Better Future" because we will endeavour to be creative, ground breaking and innovative in order to get the necessary work done to develop our membership and grow CARAIFA as an organization itself.

There is so much work to be done and I know that together with my team we will be able to accomplish much.

In light of the challenges we might be facing be confident of your chosen strategic direction to achieve your year-end goals Our clients come first, identifying their needs is the driving force that pulls us towards our eagerness to deliver

Our story may have any number of endings but it's start is a singular CHOICE we make today ---Faisal Khosa

On behalf of my colleagues on the executive we would like to encourage all advisors to stay strong.



**Mrs Alicia Birch**  
President 2018-2020

*"Evolving Mindsets Towards Creating a Better Future"*

## EDITORS NOTE

CARAIFA Executives and all our members, very special greetings. I am humbled and feel truly blessed to be a part of the CARAIFA Executive. I urge all to be inspired and get involved in the process as we embark on this new season.

CARAIFA continues to be a vital communication link for insurance professionals throughout the Caribbean Region. This bond is gracefully demonstrated, when many of us meet at the Annual CARAIFA Sales Congresses at the various Caribbean locations. When we get together it is like one big family and the sentiments expressed when we meet indicated that CARAIFA members want this organization to continue for generations to come.

At our 2018 CARAIFA Sales Congress held in Montego Bay, Jamaica, Lincoln Morrison the Association's first president expressed amazement at the impact of CARAIFA when he interacted with attendees at the Congress. He profusely thanked the association for inviting him to the event which celebrated CARAIFA's 40<sup>th</sup> Anniversary and expressed the hope that the association would continue to grow from strength to strength.

Apart from the inspiration that CARAIFA provides for insurance professionals to improve their productivity and performance so that they can attend the Congresses with pride and achievement, the educational thrust of CARAIFA must also be heralded.

I take this opportunity to thank all who continues to give their time and effort to keep the association vibrant. I hope that their activities will serve as inspiration for more persons to get involved in processes that will strengthen, revitalize and propel the association towards an even brighter future.

In 2019, Belize will be the location for CARAIFA's 33<sup>rd</sup> Annual Sales Congress we look forward to seeing you all there.



**Monica Robotham, CLU, Ch.F.C, SLU  
PR& Marketing  
& Communication Director**

**“You are remembered not by what you gathered but by what you scattered”**

## JAMAICA ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS (JAIFA)

JAIFA hosted its Annual Awards and Metropolitan Chapter Induction Ceremony on Thursday, July 5, 2018, at the Knutsford Court Hotel in Kingston. One hundred and thirty (130) persons registered for Induction. The Annual Awards Function saw Miss Loeri Robinson of Sagicor Life Jamaica, once again copping the Production Member of the Year Award in the Life Companies category, Ms. Cheryl Dixon of Scotia Jamaica Life Insurance Company copped the Production Member of the year for the Bancassurance category.

JAIFA's Member of the Year was Mr. Beauclare Leslie, former Professional Development Institute Chairman. Ms. Arlene Jarrett of Sagicor Life Jamaica was awarded MCC Representative of the Year. Mr. Ronald McLeod of Sagicor Life Jamaica emerged the student of the year while; Mr. Randolph McLean was the Moderator of the Year. Western once again emerged Chapter of the year. Nineteen persons attained the FSCP 2017 Designation. This was a successful event which had approximately two hundred members in attendance.



FSCP Designees



Beauclare Leslie (center) Member of the year 2018 with other past members of the



Western Chapter Inductees

## TRINIDAD & TOBAGO ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS (TTAIFA)

### TTAIFA AWARDEES



TTAIFA Hall of Fame Attendees

From left to right: Mr Emmanuel Lawrence (Clico) and Mr Jacinto Martinez (Sagicor Life)



# MEET THE NEW EXECUTIVE 2018-2019



**Wynthrop Catwell**  
Immediate Past President



**Hugh Meredith**  
Vice President



**Monica Robotham**  
PR, Marketing & Communication



**Alicia Birch**  
President



**Mrs Pauline McKenzie-Fairclough**  
CARAIFA Foundation  
Chairman



**Marcelle Fenton**  
Secretary General



**William Wiltshire**  
Education Council Chairman



**Gerald Cruickshank**  
Regional Congress  
Cordinator

## CARAIFA CONGRESS 2018 “EMPOWERED TO RISE” ROSEHALL RESORT & SPA, JAMAICA

By Monica Robotham, CLU, ChFC, SLU,

**C**ARAIFA’s 32<sup>nd</sup> Annual Sales Congress held at the beautiful Rosehall Resort and Spa in Montego Bay from April 29 to May 3 was a resounding success. It was also the celebration of CARAIFA’s 40<sup>th</sup> Anniversary which made the occasion very special. JAIFA was extremely pleased to host this historic congress.

Hall of Fame night, Sunday April 29 was a spectacular event. The décor, presentations and enjoyment by the well-attended event was well received. Jamaica’s Minister of Finance, Dr. The Honourable Nigel Clarke was the keynote speaker. The audience showed great appreciation for the recognition paid to CARAIFA’s first President, Lincoln Morrison. Veteran Insurance Professional, Mark Norville received tremendous applause when he was inducted into CARAIFA’s Hall of Fame. International songbird Anna Strachan thrilled the audience with her rendition of several classical songs.

The official opening of the work sessions of the Congress on Monday April 30, was done by Custos Rotulorum for the Parish of St. James, Bishop the Honourable Conrad Pitkin, JP. Main Platform Speaker Dr. Sanjay Tolani from Dubai held the audience spell-bound as he revealed techniques that have enabled him to become the youngest member of the prestigious Top of the Million Dollar Round Table. All presenters for the main platform and the break-out sessions received glowing commendations from attendees.

On Tuesday, June 1, Marcus Henderson, a well-accomplished top of the Table Performer set the pace for another exciting day of workable ideas and information. Businessman Oliver Townsend who was interviewed by Insurance Executive Merrick Plummer on the subject “Creation of A Dream” outlined the process that enabled him to have one of the most outstanding transportation systems in Jamaica, “The Knutsford Express”. Again the break-out sessions were well attended and from all indications satisfied the expectations of participants.

Wednesday Morning saw another well anticipated session, an interview with Dr. The Hon. R. Danny Williams in which he gave many helpful ideas about professionalism. Professor Fritz Pinnock and the other presenters also provided attendees with enlightening ideas and information. Wednesday afternoon was devoted to tours and other exciting activities associated with the Congress. Attendees also thoroughly enjoyed an evening of entertainment by the popular band, Fab 5.

Overall, Congress 2018 will have long lasting memories for all who attended. Congress Director Orville Jonson, OD, and the entire Congress Planning Committee went beyond the call of duty to ensure that all aspects of Congress 2018 would meet and surpass expectations.

Changing of the Guards and passing of the baton to Belize for CARAIFA Congress 2019.

~You better Belize it~



CARAIFA’s 2018-2019 Executive



CARAIFA’s 2018 Hall of Famer Mark Norville



From left: Dr. The Honourable Nigel Clarke Minister of finance & Public Service, Monica Robotham JAIFA’s President and Dr



Closing and Handing over Ceremony



All White party



# SPEAKERS' FORUM

One of the highlights of the CARAIFA Congress is the Annual SpeakersøForum. This is an opportunity for Insurance Advisors in the Caribbean who are aspiring to become public speakers to gain some practical experiences.

We saw representatives from each Territory. Participants did their best but there could only be one winner; and the winner for our Annual SpeakersøForum at CARAIFA's Congress 2018 is none other than *Peaches Simmonds* of Trinidad.



President Wynthrop Catwell handing the SpeakersøForum trophy to the 2018 winner Peaches Simmonds

## CARAIFA AGM 2018



President Wynthrop Catwell and Secretary General Marcelle Fenton

CARAIFA'S 41st Annual General Meeting for 2018 was held on the beautiful island of Jamaica the land of wood and water on April 27th and 28th at the Hilton Rosehall Resort and Spa. In attendance were the CARAIFA executives and delegates representing eight Member Territories namely Antigua & Barbuda, Barbados, Belize, Dominica, Grenada, Jamaica, St. Vincent & Grenadines and Trinidad & Tobago. This vibrant August body met to discuss past and future business of CARAIFA and to champion the cause of their Association.



Mr Alan Lurty from the American College making a presentation at the AGM



Attendees at the Annual General Meeting Hilton Rosehall Resort and Spa



2017 –2018 CARAIFA's Board Members with Mr. Alan Lurty of the American College

Dear Colleagues:

**The CARAIFA Foundation** continues unrelentingly to achieve its **MISSION – *To improve the quality of life of the sick and disadvantaged in the Caribbean community through wellness initiatives, education and charitable funding.***

You, our members, have helped tremendously in assisting the process by the support given to our annual raffle, the hosting of health fairs, -in conjunction with events marking the Day of Common Concern (DOCC) - pledges and attendance at CARAIFA's congresses. 2018 is already showing the signs of a good year.

Our annual raffle was drawn at Congress 2018. Congratulations to the winners of the three lovely prizes offered. They were:

- **1<sup>st</sup> Prize (Dragon Touch Tablet) Caleb Welch - Barbados**
- **2<sup>nd</sup> Prize (doss Touch Wireless Bluetooth Portable Speaker) Christine Barker - Jamaica**
- **3<sup>rd</sup> Prize (Wrist Band Fitness Tracker) Acina Lashley - Barbados**

The net surplus from this fundraiser, although less than the target set, goes on record as the largest amount ever collected since the inception of the raffle. This is the result of your overwhelming support both in the selling and purchasing of tickets.

Congratulations to Gloria King-Kirton ó President of the Barbados Association of Insurance and Financial Advisors (BARAIFA) for being the 2018 top vendor!

Congress 2018 provided a platform for the increased awareness of the CARAIFA Foundation brand. Our featured speaker was Dr. Maolynne Miller the Chairman of the Jamaica Kidney Kids Foundation (JKKF). Her powerful delivery was helpful in getting the audience to understand the complexities of the challenges faced by the children and their parents / guardians. Her presentation also underscored the magnitude of work that the Foundation is carrying out to enable a better quality of life for those children suffering from diseases of the kidney. It is a truly worthy cause.

Special thanks to those members and friends of the CARAIFA Foundation whose pledges have been, and continue to be, important in bolstering our coffers. The value of these pledges cannot be overstated; they have significantly shortened the journey to achieving our **VISION: *'To be recognized globally as the Caribbean's leading foundation promoting healthy lifestyle choices and philanthropy.'***

Once again, I must express my heartfelt gratitude to all our members and friends. I look forward to your continued support as together we strive to fulfill our **MISSION** and to make our **VISION** our reality.

Pauline McKenzie ó Fairclough  
CARAIFA FOUNDATION CHAIR

**Please be reminded to send any upcoming activities for the Day of Common Concern that is on October 31, 2018.**

# 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!!**



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



Early Bird  
**SPECIAL**

**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**



# EDUCATION CORNER



<i>CARAIFA CONGRATULATES SEMESTER 1, 2018 FSCP DESIGNEES</i>			
<b>JAIFA</b>			
Morgan	Leighton	Gordon	Kwame
<b>BARAIFA</b>			
Blackman	Jamar		
Downes	Robert		
Phillips	Sharon		
<b>TTAIFA</b>			
Ali	Cameilla	Mohammed Fernandez	Sevil
Alleyne	Juan	Mohan	Raj
Campo Taylor	Tenille	Moniz	Lily
Ferreira	Kaelan	Pereira	Dariel
Francis	Jillian	Ramesar	Varoon
Hackett	Alyssa	Ramlochan	Andy
Harry	Akil	Salim	Jeneen
Khan	Jennifer	Steeple	Denise
Mc CLean	Sean		

<u>SEMESTER</u>	<u>Semester Starts</u>	<u>Enrolment Deadline</u>	<u>Classes Begin</u>	<u>Exam Dates</u>	<u>Supplemental Exam Dates:</u>
2	May	March 12th	May 7 <sup>th</sup>	July 11 <sup>th</sup> & 12 <sup>th</sup>	August 15 <sup>th</sup> & 16 <sup>th</sup>
3	September	July 9 <sup>th</sup>	September 3 <sup>rd</sup>	November 7 <sup>th</sup> & 8 <sup>th</sup>	December 12 <sup>th</sup> & 13 <sup>th</sup>

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.caraiifa.com](http://www.caraiifa.com) or email us at

[caraiifa@cwjamaica.com](mailto:caraiifa@cwjamaica.com)