

HIGHLIGHTS

The Newsletter of the LOMA Society of Waterloo Spring 2010

Greetings from your President

Message from the President Spring 2010

Spring arrived very early this year. I hope you are all enjoying all that the new season has to offer.

Our LOMA Society enjoyed another successful year in 2009 and we trust that 2010 is off to a great start. Our luncheon on May 19th at Golf's Steakhouse will offer you an opportunity to network with fellow FLMI's.

Our chapter is celebrating our 50th anniversary in 2011. We have started making plans to celebrate this achievement and will update our website when we have more details. Currently there is a contest posted for you to 'Share Your Story' about your involvement with LOMA. Please use this link to access it...

<http://www.sentex.net/~flmiwat/adobe/50th%20Website%20Article%2020100413.pdf>

Our LOMA courses are not as well attended as in previous years. We are trying to remedy this and would welcome any suggestions you have. Please have any current students you know contact us for assistance or mentoring. We hope to have many of these students complete their FLMI designation and join us at future events.

Your Board has voted to send a representative to attend the LOMA Annual Conference and Conferment in Las Vegas in September. As President, I will once again be attending the conference and the various meetings with the society officers from the various Boards from Canada and the United States. It is a great opportunity to get up to date information on activities from the various societies and educational opportunities.

We are open to any suggestions for other events that you may wish to participate in that could be offered by our Society. We are also happy to receive ideas for topics of interest that you may wish to have a guest speaker address at future meetings.

We look forward to a large attendance in May. The Board members welcome the opportunity to speak with you. All feedback is welcome. This is your Society and we want it to continue to be of value to our members.

I look forward to seeing and talking with you in May

Regards,

Linda Winteringham



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Seeking Potential Authors

We are looking for volunteers to write industry related articles for our newsletter. If you would like to submit an article for our next newsletter, we'd welcome your contributions!

Dinner Meeting 2009 Report

Another successful dinner took place at Golf's Steak House in Kitchener.

Our keynote speaker was Heather Hunter CLU, ChFC, FLMI, Vice President, National Accounts, Invesco Trimark. Her topic was about "*The psychological factors that motivate investment decisions are an inescapable part of human nature. Would an awareness of these spirits make a difference in financial success? Let's see!*"

It was a very interesting topic especially given the volatility in the world economic situation over the previous 12 months prior to the dinner. Ms Hunter provided another angle to the many factors that affect our investing behaviour and which ultimately set market prices.

Please visit our website at <http://www.sentex.ca/~flmiwat> to see photos from the dinner!!!

Food Bank Donations to the Food Bank of Waterloo Region

Our donations from the Dinner Meeting were \$187 and 9 pounds of food.

Upcoming LOMA Canada Annual Conference Metro Toronto Convention Centre June 10, 2010

Keynote Speakers

Bob Kerzner, CLU, ChFC

President and CEO of LIMRA, LOMA, and LL Global Inc.

An Industry in Transition

A look at the current opportunities for growth, as well as the potential negative disruptors, and how to be prepared for whatever the future holds.

Donald Cooper, MBA, CSP

Human Marketing@...How to increase market share & profitability in the face of ever stronger competition

Winner of seven awards for marketing, service and business excellence, Donald will deliver the straight goods on how to create compelling customer value and world-class operating efficiency.

Benefits

- Learn the latest trends and best practices in your professional area of the industry
- Benefit from the discussion and networking opportunities
- Earn 6 CE credits for attending!

Join us for one of the largest insurance industry educational conferences in Canada, attended by hundreds of industry professionals from all levels of their organizations.

Overview & Highlights

This one-day conference includes a dynamic general session plus industry-specific educational sessions and presentations.

Industry Education Sessions

These sessions will meet at the Annual Conference:

- [Agency and Market Conduct](#)
- [Claims Administration](#)
- [Financial Management](#)
- [Group Benefits and Retirement Services \(GBRS\)](#)
- [Internal Audit](#)
- [Learning and Management Development](#)

LOMA Canada is extremely proud of our top students for 2010, and will recognize their outstanding accomplishment at the Annual Conference.

LOMA Courses for new students – Jodi Hall

Did you know that your Society sponsors courses for people embarking on their FLMI journey?

The LOMA Society of Waterloo is pleased to sponsor two courses geared to NEW students of the LOMA program each Spring & Fall. These courses are:

- **FLMI 280: Principles of Insurance**
- and
- **FLMI 290: Insurance Company Operations**

Classes are held weekly, in the evening, and run for nine weeks. The instructors have been teaching for a number of years and have a very high exam score track record.

Some of the advantages of taking a class are:

- extra handouts
- live person to help clarify the material and answer questions
- focused time to get through the text book in nine weeks
- class discussion and interaction

Please consult with your Company Educational Representative if you are interested in participating in future sessions.

Be a Volunteer!

If you would like to volunteer or require more information, please contact a Board Member. The LOMA Society of Waterloo needs you, so please step forward and take one of the roles and help bring it one year closer to its 50th Anniversary. Volunteering, a great way to contribute to your Society!

YOUR
LOMA Society of Waterloo
is celebrating its
50th Anniversary in **2011**

Now is the time to remember and acknowledge accomplishments!!
YOUR Society is asking YOU to contribute stories of your memories of
The LOMA Society of Waterloo.

Start compiling your memories and be prepared to send your submissions for the 'Share Your Story' Contest.

More details about the 'Share Your Story' CONTEST for your shared memories will be posted on our website <http://www.sentex.ca/~flmiwat/>

Let's make 2011 our 50th year MEMORABLE!

Our 40th Anniversary Highlights Newsletter 2001 had these words from
President Nancy Longeway...

In the fall of 1961 a group from Mutual Life (now Clarica) had the first meeting of the FLMI Society of Waterloo. These pioneers of our Society are Don Post, President, Ed Stevens, Secretary-treasurer, Jack Clarke and Don Goodwin, Program Committee. Their first speaker was in November of 1961, Dunc Winhold, FSA, Assistant Actuary and his topic was "Universal Group Annuities".

Some of you may remember the meeting in 1962 when the speaker of the day filled us in on the Benefits of Mutualization.

Or, how about the meeting in 1981 when Dave Marven of Equitable Life brought in home computers for the membership to try out some of this new technology.

Twenty years after our first President, Don Post, helped with the organization, Marg Price of Equitable Life marked a new chapter as the first female President of the Board's history.

So please share your memories with us as we
prepare to celebrate our upcoming 50th Anniversary
for The LOMA Society of Waterloo.

**Thank you for caring and sharing.
Keeping in Touch with your Society**

Please contact your company board member or use the webmaster email link on this site to inform us of changes in your contact information if you retire or move.

Current and past members can stay informed about our local chapter: simply visit the FLMI Society of Waterloo site at <http://www.sentex.ca/~flmiwat>

Want more information?

For LOMA and FLMI information:
visit the LOMA site at www.loma.org

LOMA's Society Web www.loma.org/societypage.asp site is your source for the latest information on the Society name change. A new button has been placed on the front page of LOMA's loma.org site reflecting the name change