

# Greetings from your President

## LOMA Conference Orlando, September 13 – 15, 2009

As the President of your Board this past year, I had the privilege of attending the Annual LOMA Conference and Conferment in Orlando. The conference was very informative as well as entertaining, and the location was absolutely fabulous. There were over 250 delegates and their families from around the world. There were representatives from all over the USA and Canada as well as Bangladesh, Hungary, Panama, Philippines, Vietnam, Bermuda, Trinidad and Tobago, and Indonesia. It was truly an international conference and a great opportunity to share and learn from others from around the world. LOMA's educational opportunities are utilized throughout insurance companies around the world.

Next year the conference will be held in Las Vegas, Nevada and I encourage all LOMA graduates that are able to attend to consider doing so. New graduates are honoured at the closing banquet so encourage anyone who is finishing their designation(s) this coming year to consider attending to be honoured in person by their peers.

Here is an overview of some of the highlights of the conference and my involvement on your behalf.

### Officers and Educational Reps Meeting, Sunday, September 13<sup>th</sup>

It was an early start for all Officers of the various LOMA associations from Canada, the USA and Caribbean. There were about 20 officers in attendance from across all regions. We met for a breakfast meeting and opened with a discussion of the benefits of societies and what works. Some of the points raised were, mentoring FLMI students, including society involvement in your professional development plan, networking. A discussion of speakers for meetings brought up some good ideas including retirement, medical issues, and current events.

The course portal is launching in November. It will have new features – an introduction video, PDF's of assignment material, practice questions and sample exams.

We were also advised that there are more changes to the FLMI program, going into effect 1 January 2010. There are 2 new courses – Financial Fundamentals LOMA 307 There is also a new level of certification – ALMI for financial literacy. **More information about courses offered is available through [www.loma.org](http://www.loma.org)**

We then discussed the Top Ten Tips for Societies, some of which were pushing the networking aspect, use of social websites, contacting all students to mentor them.

We also discussed meeting speakers, some ideas were topics of personal development and mental health.

### ***Waterloo LOMA Society Awarded Four Medals***

I had the pleasure of receiving on your behalf, the four medals that our Society won for 2008 in the categories as follows:

- 1. Society and Membership Achievement Award***
- 2. Communication and Public Relations Achievement Award***
- 3. Education Achievement Award***
- 4. Community Service Achievement Award***

### ***LOMA Societies Provide the Entertainment***

It was a full day and Sunday evening was a fun get to know you event. Members, registered spouses and children attendees were all invited to this opener. Many of the LOMA Societies, including our Waterloo society set up booths that were informational about our Society and area as well as providing fun carnival activities. Our booth featured information about our main member insurance companies; Equitable Life, Faith Life Financial, Manulife and Sun Life. Information provided also told members a little about our region and Society activities. I did a ‘Guess how many jellybeans are in the jar’ contest. I was shocked when I saw someone from the Texas Society write down the correct answer. Everyone was treated to Canadian chocolate Loonies and Toonies. Food, drinks and the fun activities provided a great mixer and allowed me the opportunity to personally meet a large number of the delegates when they visited our booth.



### ***Our Booth***

## ***Monday, September 14, 2009***

### ***KeyNote Speaker – Eric Wahl***

Eric is an amazing performance artist and motivational speaker. He lost everything in 9/11. His job, his home and was depressed. He talked to a therapist friend of his, who told him to do something he loved to do. He was perplexed and honestly didn't know what that was. His friend asked him what he used to love to do. He remembered that he loved to paint, but was told in Grade 4 by his teacher and parents that he didn't have the talent and should stop, so he did. He took up painting again and found his joy. He now spends time with his children painting, getting them to express their feelings artistically. He paints pictures during songs, like A Beautiful Day, Viva La Vida. And he paints them upside down. Absolutely amazing.

The one statement I remember vividly of his is, buy a box of Crayola crayons and keep them in your desk drawer. When you need a lift, just pull them out and smell them. They're a good memory from childhood.

### ***Melissa Wandall, Director, Mark Wandall Foundation***

Melissa was 9 months pregnant, happily married to an insurance salesman. Her brother was living with them temporarily. Her husband wanted to go out for dinner, but she was really uncomfortable, so told her husband and brother to go out instead.

A couple of hours later, her brother called to say that they had been in an accident and that Mark, her husband was badly hurt when their car was hit by another car running a red light. She raced to the hospital and found out that he was fatally injured. They allowed her to say goodbye to him. Two weeks later, she had their daughter, Madeline Grace. Due to great financial planning on his part, she was able to stay at home to raise their daughter.

She started the Mark Wandall Foundation to support local charities, fund college scholarships and host events to enrich the lives of children who have experienced loss. She thanks insurance company employees for doing their jobs, which enable people like her to stay at home and raise their children when an unspeakable loss comes into their lives. She also campaigns for laws to be changed for running red lights in the state of Florida.

Madeline Grace accompanies her mother to a lot of functions and she handed out 'Don't run Red Lights' bumper stickers at the end of the presentation.

### **Breakout Sessions**

The rest of the day attendees chose what breakout session to attend. Topics included:

- Customer Service Best Practices
- Organizing your Office and Your Life: Survive Information Overload and Clear the Clutter

- Maximizing Your Productivity with Technology
- Product Trends in the Life Insurance Industry
- Business Finesse
- Educational Representative Overview
- How to Live to 100 and Not Regret It

***Tuesday, September 15, 2008***

***Developing a Comic Vision – Tim Gard***

Tim was one of the funniest men I have ever heard. He likes to shake things up when travelling. He automatically asks to be upgraded to first class on the flight and then asks for an upgrade to a suite when he arrives at the hotel. His theory is, if you don't ask, you won't get it. And always use humour during your day.

***Disneyworld Tour***

Attendees were treated to an afternoon at Disney. .

***Closing Banquet and Conferment***

Attendees were treated to a wonderful meal and entertainment. All graduates were recognized and top students were awarded plaques to acknowledge their special achievement.