

# UNINSURED MOTORISTS



IAJ President Peter Levy (2nd from right) and Superintendent Allen (1st Right)

A significant number of motorists on our roads are driving uninsured vehicles. This state of affairs has serious implications in the event of accidents.

IAJ President **Peter Levy** (2nd from right) and Superintendent **Allen** (1st Right) took time out to discuss the implications associated with uninsured motorists driving on our roads on TVJ's Smile Jamaica on March 5, 2019.

As a motorist there are many potential dangers that one may face. Crashes can happen without warning, and that they may happen to anyone.

One big issue when it comes to getting the compensation you deserve is the number of underinsured or uninsured motorists on the road. Statistics indicate that one in four motorists in Jamaica are either uninsured or underinsured. Of course, it's illegal to drive without insurance. But what happens to you when you are hit by a driver who either has no insurance at all, or is underinsured?

In a normal crash scenario, the driver responsible for the incident is the one who has to pay damages. This includes

your medical bills, as well as any harm done to your vehicle. Unfortunately, if the other driver doesn't have an insurance company for you to turn to, they may simply be unable to pay.

This can leave you in a bind. The expenses of an accident can be very costly, and without insurance to help see you through, the financial burden can be enormous. This is why it's important to take legal action if you get into a crash with an uninsured or underinsured driver, as it's the only way to make sure you'll get compensated.



## IAJ SHINES AT MINISTRY OF EDUCATION 2019 MATHEMATICS EXPO

The University of the West Indies Campus at Mona was a sea of activities on Friday March 29, associated with the Ministry of Education's 2019 Mathematics Expo.

There were numerous display booths by various organizations all giving the thousands of students from various parts of the island a glimpse of what they do and the opportunities that await them when they enter the working world.

IAJ's booth was visited by numerous students who all seemed to exhibit interest in the Insurance industry and its numerous career opportunities. The booth was adorned with display boards showing the virtues insurance in all its forms. Students who visited fielded numerous questions which were dealt with by persons manning the booth.

IAJ Executive Director Orville Johnson ensured that visitors got a quick explanation of 'What Is An Insurance Policy?' as they entered the booth through a strategically placed 'Insurance Policy Definition' poster.

This expo certainly helped students to grasp the value of insurance, careers in the industry and more importantly the prominence of mathematics in insurance industry operations.



## NEW INSURANCE COMPANY ON THE JAMAICAN SCENE

**M**assy United Insurance (MUI), a Massy Group (formerly Neal & Massy) subsidiary, officially entered the local general insurance market in March 2019.

The self-made insurance company, with geographic diversifications unique to the region, opened its doors in the Pan Jam building at 60 Knutsford Boulevard, New Kingston, with a red carpet event with cocktails, lots of food and steel band music in the background. Forty-year-old Massy United Insurance is already present in 18 other islands in the English- and Dutch-speaking Caribbean.

The Jamaican operation, which has been in business since last November 2018, is headed by **Winsome Gibbs**, a chartered insurer, who will also oversee the Cayman market from her New Kingston offices on the PanJam building.

Gibbs was formerly an executive with GK General Insurance Company, a rival operation owned by Jamaican conglomerate GraceKennedy Limited.



Minister of Finance and the Public Service, **Dr Nigel Clarke** (third right), joins **David O'Brien** (second right), chairman, and other executives of the newly formed Massy United Insurance, Jamaica, to cut the ribbon. Others in the picture from left are: **Mark Sommerville**, chief commercial officer, **Randy Graham**, CEO, **Winsome Gibbs**, branch manager, and **Peter Graham**, country manager, as they officially welcome Massy's newest milestone in Jamaica.

## IAJ ANTI-INSURANCE FRAUD CAMPAIGN

**T**he recently launched Anti Insurance Fraud Campaign launched by IAJ has received good media attention in its first phase. The campaign is designed to create a higher level of awareness the insurance fraud which includes Fraudulent Insurance claims in any of the varied forms of insurance carry serious consequences.

The appropriate authorities are currently carrying out the necessary investigation procedures on cases that have been reported. The campaign is expected to develop increased momentum in the coming months which should heighten awareness and result in a decrease in insurance fraud.



IAJ was a booth holder at JDIC's Public Forum and Financial Fair held at Devon House on November 17, 2018. JDIC also held a forum in Montego Bay in December 2018. The forum focused on Consumer, Regulating & Protecting Your Deposits, Investing in the Stock Market and Pension, Insurance and

Securities. IAJ's booth received several visitors and IAJ Executive Director Orville Johnson, OD was one of the speakers who addressed the gathering in Kingston and Montego Bay on the topic: The Importance of Insurance.



## KPH HEALTH FAIR IN COLLABORATION WITH IAJ AND JMF

Insurance Association of Jamaica (IAJ) and Jamaica Medical Foundation (JMF) collaborated with Kingston Public Hospital in staging its 2018 Health Fair held on December 1. The Fair attracted a large number of persons who availed themselves to several free medical checks resulting in much needed diagnosis for many. The Mobile Health Units of Sagicor Group and Guardian Group were on spot to augment KPH facilities as well as NCB Insurance which also sponsored a number of tests. From all indications those who availed themselves to the services provided beamed with satisfaction.



## CHRISTMAS IN NOVEMBER 2018

Christmas in November 2018 lived up to and surpassed expectations. The occasion held at Guardian Life's Sports Club was well attended. Pulsating music by DJ Inferno, delectable cuisine, exquisitely decorated location and cohesive camaraderie all contributed to making Christmas in November 2018 an occasion to remember. It was outstandingly obvious that revelers are looking forward to CHRISTMAS IN NOVEMBER 2019. Here are a few shots of activities at the 2018 occasion.



# HAPPENINGS IN THE INDUSTRY



CIPS in association with AonBenfield Reinsurance held 'Reinsurance 101' Workshop on April 16 and 17 for Reinsurance Departments' Personnel and individuals wanting to expand their knowledge of Reinsurance. Presenters John C. Edwards and Dan Haley kept the interest of attendees high as the workshop focused on Workshop Content: Introduction and Basic Terminology, What is reinsurance, Methods, Forms/types, Reinsurance in operation (Part 1), Proportional, Reinsurance in operation (Part 2), Excess of loss, Reinsurance Market, Summary of the current conditions of the global reinsurance market, Case Study and a Brief on Aon.



Participants engaged in Case Study



Participants in rapt attention



Dan Haley and John Edwards

## CIPS INTERACTING WITH SCHOOLS

**O**n St. Andrew High School's Careers Day held February 20, Michelle Anderson of BCIC presented on behalf of CIPS and students were delighted to receive brochures outlining opportunities for training and development in the insurance industry. Jamaica College held Careers Day on March 20 and Chaluk Richards of GK Insurance Company was the guest speaker. Students expressed great interest in opportunities in the insurance industry.





### BCIC on track with Hydel High, Jamaica College



GENERAL insurance company BCIC awarded a trophy and cash incentive to the most improved female and male schools — Hydel High and Jamaica College — for their impressive performances leading up to Champs 2019.

BCIC General Manager, Marketing Lori-Ann Glasgow said: “We are excited and proud to be able to contribute in a meaningful way to the growth and development of our young athletes. We hope that their participation in these athletic championships will not only allow them to secure gold medals but break records and dominate in future track and field meets locally and internationally.”

### BCIC gives free tracking devices to 100 customers



In a conference for key stakeholders in the transport sector held at the Jamaica Conference centre on last week, British Caribbean Insurance Company (BCIC) offered 100 free tracking devices for those insuring with their company. The conference was held under the theme “Driven - Driving Jamaica into the Future” and was a collaboration between the Ministry of Transport and Mining and the Transport Authority.

BCIC Managing Director and Insurance Association of Jamaica (IAJ) President Peter Levy also made a presentation at the Conference. He focused on how the Minister’s plan could ultimately help transport operators lower costs.

From left: Peter Levy, BCIC managing director, Davee Williamson, BCIC marketing associate; and Robert Montague, minister of transport and mining, at the BCIC conference.



### GUARDIAN LIFE LIMITED: CELEBRATING 20 YEARS



One hundred and twenty employees of Guardian Life Limited were recently recognised by the company at its 19th Awards Ceremony, held at the Sunken Gardens, Hope Gardens. Mitzie Heywood, from the Investment, Accounting and Treasury Management Department, who received a long service award, was also named Divisional Employee of the Year and Overall Employee of the Year. Fay Hutchinson, Executive Sales Advisor, took home the President’s Trophy for Insurance Advisor of the Year, for the third consecutive year. **PROFIT OF \$6.9 BILLION.** For the first time in its 20-year history, Guardian Life Limited has achieved a consolidated net profit of \$6.9 billion. The announcement was made by Eric Hosin, president, Guardian Life, during the company’s 19th Annual Awards Ceremony held on Saturday, March 9, 2019 at the Sunken Gardens, Hope Gardens in Kingston. Noting that what started out as a US\$28.5-million investment in 1999, is today an organisation with a net worth of more than US\$155 million, after dividends paid to shareholders.

### GUARDIAN GROUP GIVES \$8.2 MILLION TO HOSPITALS



Guardian Group Foundation gives \$8.2 million in equipment to St Ann’s Bay, Cornwall Regional hospitals. The Cornwall Regional Hospital received eight stretchers and five patient monitors valued at \$4.5m. some of the features of the new equipment donated by the Guardian Group Foundation from proceeds from the 2018 Guardian ‘Keep it Alive’ 5K Night Runs. Looking on are representatives of the Cornwall Regional Hospital (from left): Dr Delroy Fray, clinical coordinator; Leset Stephenson, departmental sister; Cassandra Laing, hospital administrator, A&E; Dr Derek Harvey, senior medical officer; Sheena Lindo-Kerr, acting departmental sister; and Alwyn Miller, CEO.



## SAGICOR SIGMA CORPORATE RUN 2019

The 21st staging of the Sagcor Sigma Corporate Run, the annual event, dubbed the Caribbean's largest road race, held on Sunday February 2019 continued to lift its standard with a record-breaking turnout of 27,028 participants and \$52.4 million raised for beneficiaries – The Lupus Foundation of Jamaica, Diabetes Association of Jamaica and the May Pen Hospital Neonatal Intensive Care Unit.



Those numbers highlight this year's edition as the most successful execution of the 5K run, walk and wheelchair race since its inception in 1999, surpassing the intended targets of 25,000 participants and \$52 million.

Alyssa White, Sagcor Group's assistant vice-president of marketing, was beaming about the achievement, which she described as the perfect outcome given their behind-the-scenes effort for the fundraising event.

White pointed out that she was impressed by the level of support for the charity event that has donated approximately \$350 million to various beneficiaries over the years.



## JTA/SAGICOR NATIONAL ATHLETIC CHAMPIONSHIP 2019

The Jamaica Teachers' Association (JTA), in association with the Sagcor Foundation, held the 36th annual JTA/Sagicor National Athletic Championships at the National Stadium, over two days, May 24 and 25, 2019. Sagcor Foundation, contributed \$6.5 million towards the overall execution of the championship. In addition, Sagcor provided one-time educational grants to the champion male and female athletes from each parish, totaling \$1.3 million.

Nineteen-time defending champion St Andrew retained the JTA/Sagicor National Athletics Parish Champion title for the second consecutive year after amassing 332.5 points at the 36th staging of the two-day event, which ended at the National Stadium on May 25.



## SAGICOR LIFE E-PLATFORM IMPROVES ACCESS TO INSURANCE BENEFITS

Persons covered under their employer's Group Life or Group Health plan insured by Sagcor Life Jamaica can now benefit from improved accessibility when they register for voluntary supplemental benefits using the electronic platform, MyVoluntary. Supplemental insurance benefits are unique and affordable products that can be purchased, as an addition to the existing benefits offered through an employer, to provide added protection for persons and their family.

The online platform available on Sagcor's website allows persons to learn more about the available products; choose from a selection of voluntary supplemental benefits and enrol for their desired coverage option. The process can be completed in a few simple steps, which includes registration, enrollment, the addition of beneficiaries and confirmation of health status.

Vice President of the Employee Benefits Division (EBD), Sagcor Life, Nicola Leo-Rhynie, shared that the MyVoluntary platform aims to improve ease of access to Sagcor's existing clients on employers' life and health insurance plans.



Managing Director Sonia Donaldson

### GENERAL ACCIDENT REPORTS 50% INCREASE IN PROFIT BEFORE TAX

**G**eneral Accident Insurance is reporting a 50 per cent increase in its profit before tax for the year ending December 31. The company posted \$354 million in pre-tax profit up from \$236 million in 2017. General Accident says the performance was driven by strong growth in its motor product, resulting in a 23 per cent growth in gross premiums written to \$8.7 billion up from \$7.1 billion in 2017.

GENAC Managing Director Sonia Donaldson said the insurance company grew new business by 30 per cent, which she attributed to the returns from the company’s marketing thrust.

At the start of 2018, General Accident launched a full-bore advertising programme, the spend for which contributed to the tripling of the company’s expenses to nearly \$44.5 million. Its image was plastered over all media, including Internet placements.



### JAIFA ANNUAL AWARDS

The Jamaica Association of Insurance and Financial Advisors (JAIFA) held its Annual Awards and Metropolitan Chapter Induction Ceremony at the Knutsford Court Hotel on Tuesday April 16, 2019.

The induction ceremony was piloted by Immediate Past President Ms. Monica Robotham and President Kathryn Marrett gave the Charge to the large number of inductees.

Numerous persons from the various companies were recognized and lauded for industry awards including membership in the prestigious Million Dollar Round Table.

Cosmo Walker, a former JAIFA President was honored as Member of the Year 2018 for his consistent support of the association among other attributes. Selena Chin of Sagicor Life emerged as Production Leader for 2018.

The function was punctuated with entertainment and fine cuisine.





# Events On The Horizon

DATE	EVENT	LOCATION
JUNE 2 - 4	IAC Conference	Cancun, Mexico
JUNE 12	Life Underwriters and Claims Administrators Seminar	Terra Nova Hotel
JUNE 15	Jamaica Driver & Road Safety Exposition	Ranny Williams Entertainment Centre
JUNE 22	JAIFA Family Fun Day	Port Rhodes Sports Club, St. Ann
JUNE 29,	The UCJCI Men & Women's Health Fair	Manchester High School
DATE TO BE ANNOUNCED	CIPS – Communicating With The Media Seminar	CIPS Training Centre
NOVEMBER	IAJ Christmas in November Extravaganza	To be Announced

## CONTACT PERSONS

- **Simone Foote** (Charperson, IAJ PR Committee)  
Marketing Manager, BCIC
- **Kadian Milton**  
Cuna Caribbean Insurance Jamaica Ltd.
- **Rachel McKenley**, Senior Marketing Officer,  
GK General Insurance Company Limited.
- **Alysia White** , Asst VP, Promotions and Special  
Projects, Group Marketing , Sagicor
- **Simone Hull-Lloyd**  
Scotia Life Marketing Manager, Wealth
- **Annette Atkinson**, Guardian General.
- **Natalie Henriques**,  
Guardian Life
- **Joseph Montague**,  
NCB Insurance Co. Ltd.
- **Sandrina Watkins**  
Production Development and Operations Manager,  
JN Life
- **Denise Harris**  
Marketing Manager, JNGI Jamaica.
- **Orville Johnson, OD**  
Executive Director, IAJ.
- **Denton Atkins**  
Board Member of JAIFA
- **Tommy James**,  
IAJ PR

Production of the IAJ NEWS BULLETIN is a function of IAJ's Public Relations and Consumer Affairs Committee