

South-East Region Newsletter

January 2010

Keep up to date with your region by visiting the BIBA website at www.biba.org.uk

Committee

Chairman
Paul Smith
07850 399993
Paul@paulntsmith.co.uk

Deputy Chairman
Glen Gillam
Green Campbell Fisk
01892 603516
Glen.Gillam@greeninsurance.co.uk

Treasurer
Paul Harrison
Belmont International Ltd
01732 744745
Paul.Harrison@belmontint.com

Golf Day
Nick Isom
Aston Scott Ltd
01795 666371
Nickisom@astonscott.com

GIBC Member
David Perry
Cullum Capital Ventures
07802 501776
David.Perry@ccventures.co.uk

Regional Executive
Diane Smyllie
BIBA
01959 701793
Smyllied@biba.org.uk

British Insurance Brokers' Association
8th Floor, John Stow House
18 Bevis Marks
London EC3A 7JB



BIBA

Welcome from chairman



Happy New Year to all south-east members and I'm sure that we all hope this will be a more positive time for everyone. At the end of my first year as chairman for the region I have had a chance to reflect on how busy we have been. We were able to reinstate the five a-side football competition which was a great success and will run again in 2010 and the golf day was as popular as always. Three industry guidance seminars were held for the region with 90 attendees which demonstrates how important compliance issues are to our members and highlights the benefits of continued compliance forums presented by Steve White. The culmination of the year and a highlight was the regional dinner which proved hugely popular and beneficial for my designated charities raising an amazing £2500 and for those of you who attended I thank you for your support and would also thank our sponsors, Zurich and NIG, without whom it would not have been possible to organise such a successful event.

Please feel free to contact me as detailed to discuss any suggestions for social or industry events you feel would benefit our members.

I look forward to meeting you at forthcoming events.

Paul Smith – BIBA South-East Chairman

In this Issue: [Click on link below](#)

CII/BIBA Quiz Evening - Tuesday 11th February
Lloyd's Visit - Wednesday 31st March
Compliance Forums - 13th April & 13th October (London) 24th June (Eastleigh, Hampshire)
Golf Day - Wednesday 14th July
Five a-side Football Tournament - June
BIBA Conference - 19th - 20th May
SE Regional Dinner & Dance - Friday 12th November
Aviva Campaign - Ensure your firms details are up to date

2010 BIBA South-East Diary

CII/BIBA Quiz Evening – Tuesday 11th February, Croydon



We have teamed up with the Croydon CII to offer you a chance to attend their popular quiz evening being held at The South Croydon Conservative Club, Selsdon Road, South Croydon at 6.00pm. No phone a friend allowed. To register your interest please click [here](#) and provide details of your team.

Lloyd's visit - Wednesday 31st March



We are pleased to be able to give members an opportunity to visit the world's most famous insurance brand 'Lloyd's'. You will be guided around this iconic build and given a short history and informative briefing. If it is not in use on the day you may have an opportunity to visit the Adam room used by the Council of Lloyd's. It was originally located in Bowood House in Wiltshire designed by Robert Adam in 1763 for the first Earl of Shelbourne. The room provides a striking contrast between the classical interior design of Adam and the post-modern architecture of Lord Rogers, who designed the present Lloyd's building. Lloyd's also has an impressive Nelson collection including the log book kept of the master of HMS Euryalus during the battle of Trafalgar which recorded Nelson's famous message to the fleet – 'England expects that every man will do his duty'. If you are interested in attending there is a small charge of £10 per person. Spaces are limited so to register please click [here](#).

Compliance Forums

Tuesday 13th April & Wednesday 13th October – John Stow House, London.
Thursday 24th June - Fortis Office, Eastleigh, Hampshire.

With the predicted turmoil in the regulation sector this year with a possible change of government Steve White will be presenting these ever popular sessions providing members with up to date information on potential issues. There will be two sessions on each day from 10.00am to 1.00pm or 2.00pm to 5.00pm to provide members with more flexibility. If you would like to attend then please click [here](#) to reserve your space.

Golf Day – Westerham Golf Club - Wednesday 14th July.

Whether you are a beginner or an accomplished golfer then come and join us for this year's golf day at Westerham Golf Club, a short drive from J6 of the M25. The afternoon will start at 1.00pm with a light lunch and tee off time will be at 2.00pm. The competition will be an individual stableford and the winner will be awarded the regional trophy. There will be a 2-3 course meal to complete the day in the club house. If you are interested in registering then please click [here](#) to reserve your space.



Five a-side football – Date TBA (Early June)



Get a company team together and join in the BIBA SE tournament – we are sure you will be aspiring to the efforts of the England team during the World Cup and we know that there are a number of firms out there with their very own teams. If you would like to register your interest please click [here](#).

BIBA Conference

Wednesday 19th and Thursday 20th May 2010 – Excel Centre, London.

'Professionalism in a Changing World' is the theme for this year's conference. The title was chosen to reflect the strength of the broking channel at a time when the financial services industry is under the spotlight as never before. The event will take the new format of a full two day conference and exhibition held over a Wednesday and Thursday. Entry to both the conference and exhibition will be free to all BIBA members and all intermediaries are welcome to attend the exhibition at no cost.

Eric Galbraith, BIBA Chief Executive, added: "BIBA 2010 will address the business issues for all segments of the broking and intermediary channel, as well as providing the best networking experience available in the industry and the largest insurance exhibition in the UK. I look forward to welcoming you to BIBA 2010 in May next year."

Regional Dinner & Dance – Friday 12th November

Reserve your tickets or table for this year's dinner early. It will be held at the Hilton Hotel in Croydon once again and entertainment will be announced a little nearer the date but there will be dancing once again. To make a reservation please click [here](#).



Broker Academy Training

Technical, Business Skills and Personal Development

All firms that are authorized and regulated by the FSA have to ensure that their staff has the appropriate knowledge, skills and expertise to discharge their duties. Broker Academy offers a range of courses to help firms comply with these requirements.

The Broker Academy provides firms with access to the complete package of learning and development services provided by the CII to support professionalism and career advancement in the broker market. Further details of the Broker Academy can be found at http://www.cii.co.uk/generalinsurance/faculties_societies/ba/Default.aspx.

All Broker Academy courses now provide short course assessments on each of the training sessions. These assessments show that the delegate has competently understood the main aims and objectives of the course. To review the technical, business skills and personal development courses on offer please go to the BIBA website by clicking [here](#).

Aviva Campaign

Members should be feeling the benefits of the Aviva advertising campaign starring Paul Whitehouse. BIBA has seen enquiries through the 'Find a Broker' online service double since the launch. To ensure that any potential customers don't have any problems finding you please make sure that you update your firms details through the self-service portal. If you have any problems doing so then please contact Kirsty Gordon at Gordonk@biba.org.uk.

To unsubscribe from this and all BIBA e-mails please click [here](#).