

News

MISSION

The Toronto Insurance Conference actively promotes the common interests of Ontario-based Commercial Insurance Brokers.

The Toronto Insurance Conference bulletin has a brand new look. Let us know what you think of **TIC News**.

The content of this publication is meant for sharing with your co-workers. It contains valuable information that will benefit everyone in your organization.

Upcoming Key Dates:

September Seminar:
September 9, 2009
Black Tie Dinner:
November 12, 2009



This Issue

- TIC Golf Day **P.1**
- TIC September Seminar **P.2**
- September Seminar panelists **P.3-4**
- IBAC's Parliament Hill Day 2009 **P.5**
- TIC & WICC's Relay For Life **P.5**
- Technology Committee message **P.6**

TIC Golf Day

TIC held its Annual Golf Tournament on Tuesday, June 16th at the Emerald Hills Golf Club. The warm sunny day only added to an already enjoyable event. All 35 teams indulged in the spacious, challenging and quick-moving 27-hole course, with plenty of time to swap stories at the cocktail reception that continued over a delicious dinner and prize ceremony.

Congratulations to this year's winning team from Arch Insurance (Canada)!

Jeff Setterington
Chris Rain
Steve Sider
Cyndy Craig

And thanks to everyone who participated!

Full results from this year can be found at www.ticonf.com.



We would also like to extend a big thank you to our many contributing sponsors:

DINNER:

Aviva Canada Inc.

COCKTAIL:

Claimspro, An SCM Company

LUNCH:

Arch Insurance (Canada)

HAT LOGOS:

MSA Research Inc.

GPS UNITS:

Macquarie Premium Funding

HOLES-IN-ONE:

**Intact Insurance (two holes)
Toronto Insurance Conference**

GOLF HOLES:

Aviva Canada Inc.

BMO Bank of Montreal

**Chubb Insurance Company of
Canada**

**The Dominion of Canada General
Insurance Company**

Insurance Bureau of Canada

**Liberty International Underwriters
Canada**

Lombard Canada

Policy Works

**Royal & SunAlliance Insurance
Company of Canada**

Zurich Canada

Mark your calendars for [June 15, 2010!](http://www.ticonf.com)

TIC September Seminar 2009

This year, TIC's Professional Development Seminar will explore the rapidly changing and continually evolving topic of *Cyber Risk and Fraud* from the perspectives of four professionals in the areas of:

** Risk Management * Law * Insurance Underwriting * Claims **

Identity theft and invasion of privacy are the fall out of today's fast-paced proliferation of information in our business and everyday lives. Personal information is accessible everywhere we turn; at banks, mortgage companies, etc. We all have concerns about risks but the answers are not black and white.

- How do we control or even foresee how this growing issue will evolve?
- What are some examples of issues and emerging claim trends with respect to cyber liability?
- How do we guard against intentional or accidental copyright or ownership infringement?
- What controls are now in place with respect to risk and disaster recovery plans?
- What constitutes appropriate action under existing Canadian regulations?
- How do we assess risk and what are some existing or emerging products?

These are just a few questions that will be examined at what promises to be a dynamic and enlightening seminar. Don't miss this opportunity to become informed in the luxury of the Four Seasons Hotel, over breakfast, while earning valuable RIBO credits*.

*Note: RIBO credits are for brokers only.

DATE:	WEDNESDAY, SEPTEMBER 9, 2009
LOCATION:	THE FOUR SEASONS HOTEL, 21 AVENUE ROAD, YORKVILLE
TIME:	8:15 to 11:45 am
RIBO CREDITS:	TBA – early August
COST:	\$50.00 (GST included) (Registration Form below) Maximum attendance: 75 people.
PURPOSE:	TIC hosts an annual professional development seminar to provide its members with an informative and educational opportunity to explore relevant and timely insurance issues.
AUDIENCE:	The seminar is directed towards senior staff, managers, or any staff who have an interest in staying on top of current issues facing commercial brokers and risk managers today.
MODERATOR AND PANELISTS:	Continued below on Page 3...

[This event is filling up quickly. Print off the attached registration and send it in NOW!](#)

TIC Board of Directors 2009-2010

Executive

Past President
Brenda Rose
Firstbrook Cassie &
Anderson Limited

President
Brian Wilcox
Firstbrook Cassie &
Anderson Limited

Vice President
Michael Boire
HKMB HUB International

Treasurer
Kevin McMurray
Willis Canada Inc.

Directors

Michael Dunn
Jones DesLauriers
Insurance Management Inc.

Warren Griffiths
Hargraft Schofield L.P.

Robert Harrison
Martin, Merry & Reid Limited

Steve Hawkins
Marsh Canada Limited

Brooke Hunter
Hunters International
Insurance

Paul Martin
KRG Insurance Brokers Inc.

Andrew Reid
Purves Redmond Limited

Sheila Reesor
Executive Director

TIC September Seminar 2009... continued

MODERATOR:

Sean Duggan: Partner and Vice President, HKMB HUB International

Sean is Practice Leader of HKMB HUB International's High-Tech, Clean-Tech and Life Sciences/Healthcare Practices, and manages select Venture Capital and Private Equity clients.

Sean joined HKMB HUB in 1998 and has been involved with knowledge based businesses throughout his tenure there. Prior to joining HKMB HUB, he was a commercial underwriter at Guardian Insurance.

He has spoken at the Property Liability Underwriting Society on client strategies in the insurance marketplace, at BioFinance and at the RBC/PWC CFO Roundtable concerning emerging trends in Directors & Officers liability insurance. He is currently a board member of CEO Fusion Center, a member of CleanTech North and remains connected to developments in the new economy via a number of industry organizations.

Sean obtained his B.A. from York University in '92, his Chartered Insurance Professional (CIP) designation in '94, and his Certified Risk Management (CRM) designation in '97 from the University of Toronto. He completed York University's Schulich Executive Management Program in 2002.

PANELISTS:

Matthew Davies - Underwriting/Insurer Perspective:

A native of Vancouver BC, Matthew Davies is a Senior Underwriting Specialist with Chubb Insurance Company of Canada and the national product manager responsible for Professional and Media Liability Insurance. He started his insurance career in 1988 in Montreal as Insurance Broker with Minet International Professional Indemnity and later joined AXA Insurance as an Underwriter. Prior to joining Chubb, he ran the D&O and Professional Liability Insurance practice for western Canada at AXA Pacific Insurance Company. Matthew joined Chubb in Vancouver in 1997 where he was both an Executive Protection and Financial Institutions underwriter. He transferred to Toronto in 2002 to set up the Canadian operations of ChubbPro.

Holding an industry designation of Fellow, Chartered Insurance Professional, Matthew earned his Bachelor of Arts degree at the University of British Columbia and has a Master of Arts degree from McGill University.

In addition to his work in insurance, Matthew has been a member of the Canadian Forces Naval Reserve since 1977, where he is a Logistician with the rank of Commander. He has served in three Naval Reserve Divisions and in a variety of assignments across the country, both ashore and at sea. His present appointment is Commanding Officer of Her Majesty's Canadian Ship YORK, Toronto's Naval Reserve Division. YORK has a complement of 180 full and part-time members, a number of whom are currently deployed on training across Canada, on operations with the Fleet; or overseas in Afghanistan.

Full Members of the

Toronto Insurance Conference:

Aon Reed Stenhouse Inc.
BFL Canada Inc.
The CG&B Group Inc.
Creechurch International Underwriters
Elliott Special Risks LP
Firstbrook Cassie & Anderson Limited
Hallmark Insurance Brokers Limited
Hargraft Schofield LP
HKMB HUB International
Hunters International Ltd.
Integro (Canada) Ltd.
Jones Deslauriers Insurance Management Inc
KRG Insurance Brokers Inc.
Lyon & Butler Insurance Brokers Ltd.
Marsh Canada Limited
Martin Merry & Reid Limited
Moore-McLean Corporate Insurance
Ogilvy & Ogilvy Inc.
Purves Redmond Limited
Thomas I. Hull Insurance Ltd.
Willis Canada Inc.

Associate Members of the

Toronto Insurance Conference:

HL Staebler Company Limited
Vézina assurances inc.

Supporting Members of the

Toronto Insurance Conference:

Applied Systems Canada
CAFO Inc.
Cookson Walker Consulting Group

September Seminar Panelists... continued

Murn Meyrick – Legal:

Murn Meyrick is the Senior Vice President, Corporate Counsel at *Executive Risk Insurance Services*. In addition to managing all legal matters, Murn is responsible for business development, focused primarily on the identification and development of new corporate and product opportunities.

Prior to joining *Executive Risk Insurance Services*, Murn was Senior Vice President of the Executive Risk Practice Group at Willis Canada. At Willis, Murn was responsible for the design and implementation of insurance programs, coverage, litigation management and the marketing of Willis' services.

Formerly a Senior Claims Attorney with Chubb Insurance Company of Canada, Murn brings over 20 years of litigation, negotiation and mediation experience. She has handled complex litigation and insurance coverage disputes in both Canada and the U.S.

Prior to Chubb, Murn served as Litigation Counsel for Zurich Canada and Dutton, Brock, LLP where her practice was primarily focused on insurance issues with an emphasis on professional negligence, personal injury, product liability, coverage, and general commercial claims.

Murn earned her LLB from the University of Toronto Law School in 1985. A frequent speaker, Murn has presented at many conferences including, The Canadian Institute, Professional Liability Underwriters Society, International Pension and Employee Benefits Law Association, The Pacific Business and Law Institute, Canadian Risk Insurance Management Society and the Canadian Bar Association.

James Cameron, FCIP, CRM, C. Arb. - Claims/Risk Management perspective

James (Jim) Cameron is the President of Cameron & Associates. He formed Cameron & Associates Insurance Consultants Ltd. in 1994, after a 20 year career in senior management with property and casualty insurers.

Highly regarded for his extensive knowledge of insurance issues, his services are retained by Risk Managers, Insurance and Reinsurance companies, the Insurance Bureau of Canada, Provincial Governments, Municipalities, and private and public industries.

His claims knowledge has been applied to asbestos, environmental liability, sexual abuse, and other large or continuing loss scenarios. Recognized for in-depth analysis and unbiased delivery he has acted as an Expert Witness, Arbitrator and/or Umpire domestically and internationally.

Extremely supportive of education initiatives in the insurance industry, Jim conducts seminars and has authored numerous papers on subjects of interest for insurance professionals. He has addressed the Canadian Bar Association Ontario, Law Society of Upper Canada, Canadian Institute of Actuaries, Insurance Institutes, and Adjuster and Brokers Associations across Canada.

Our final panellist: an RCMP expert in Cyber Liability who will provide some Criminal knowledge/expertise. TBA.

TIC at IBAC's Parliament Hill Day 2009

As many TIC members are aware, for a number of years now the Insurance Brokers Association of Canada (IBAC) has held an annual advocacy event for all of its members in Ottawa. During this 12-hour day at Parliament Hill, member representatives from each Association across Canada, including TIC, are given the opportunity to meet with Canada's top decision-makers.

IBAC and all of its members nationally believe that it is necessary to maintain current relationships – and cultivate new ones – with Canada's key decision and policy makers so that we may discuss with them, face-to-face, what is most important to insurance brokers. This year's key topics included our positions with respect to the Bank Act Review, breaches of the Bank Act, and regulating on-line financial activity.

IBAC announced recently that this year's Parliament Hill Day, held on June 2, 2009, was the most widespread to date. We are proud to say that we had record attendance from TIC as well. TIC President, Brian Wilcox, and Past-President, Brenda Rose, (Firstbrook, Cassie & Anderson) were both there. Attending from HKMB Hub International was TIC Vice-President, Michael Boire. Also in attendance were TIC Directors, Neil Mitchell (Marsh Canada) and Robert Harrison (Martin Merry & Reid). Of course, TIC Past-President and IBAC President-Elect Justin MacGregor (Martin Merry & Reid) was also there to make sure the broker message was expressed clearly that day.



TIC & WICC's Relay For Life

We are pleased to announce that the *Relay For Life* in Toronto exceeded their revenue target of \$765,900! All four Relays were very well attended, teams were inspired and the combined total raised is currently just over \$775,000... An increase of more than \$100,000 over 2008.

TIC proudly sponsored the Midnight Snack for all of these events.



Message from TIC's Technology Committee

Submitted by Anna Baginski, Chair

The Technology Committee continued its spring agenda of fact-finding and information sharing during its recent meeting. A presentation from Greg Purdy of Pathway Partners focused on the role of technology, and the importance of metrics, within brokerage operations. Additional discussion dealt with real-time interface between brokers and carriers, Web 2.0 applications, and disaster planning.

If you or your colleagues are interested in participating in future technology sessions, or have suggestions for discussion topics, please contact the committee chair Anna Baginski at Lyon & Butler Insurance Brokers (905 695 4882; email anna.baginski@lyonbutler.com or the TIC office at info@ticonf.com.

Mark Your Calendar

Upcoming Events

September 9, 2009 – TIC Annual September Seminar

November 12, 2009 – TIC Annual Black Tie Dinner



Contact Information

Toronto Insurance Conference

157 Adelaide St West
Suite 432
Toronto, Ontario
M5H 4E7

Tel: (416) 410-4842
Fax: (866) 746-3657
info@ticonf.com
www.ticonf.com

TIC News

This newsletter is published for TIC members.

Requests for article submissions may be sent to info@ticonf.com for consideration.

