



**President's Round Up – Mark Longford**

Our second 2015/6 IIS Council meeting is on Thursday so I will keep my notes brief as Council members are also receiving their pre-meeting reading from Susan this weekend. I've had a preview of the content and we have some good discussion topics coming up. Those of us on Council have a responsibility akin to company directors running a business. At the Programme Team I did a quick mental sum, and surprised myself with the answer... "2,200 Sussex members paying, say, £100 subs each year, that's nearly £250K". Out of this we receive a grant of around £25,000 for running IIS. The basis used to calculate this year's grant is being challenged as we continue to eat into reserves, and we now need to plan how we spend around £25,000 each year for the benefit of our members.

Sussex is fortunate in having a council composed of working and/or experienced members. In recent years we have encouraged younger people to join and the gender balance is changing as we represent the wider membership. There will be more opportunities to join Council next year and to take on roles. I will be sharing my thoughts on a Council Development programme that will offer masterclass style training (e.g. public speaking/finance/financial modelling) in return for a commitment to the team.

**I have been asked to 'MC' at the All Day Conference on 8 October in Crawley. Of course I said yes as I am very proud of the day's programme we are delivering with North Downs.**

**Will you be there?**



**Secretary's Soundbites (AKA Susan's Stamp!)**

**Spot the link!**

What do our 8 October Conference and this month's Journal both have in common? The answer is Steve Coates, who has contributed to the article on page 23 and will also be speaking at our Conference. Steve is Chief Underwriting Officer at Pool Re, a mutual reinsurer which provides cover for losses resulting from acts of terrorism. In his seminar, he will address why Pool



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Re exists, the current threat posed by terrorists and how terrorism differs from other catastrophe perils. He will also explain how his organisation underwrites terrorism and how this peril might develop as a class of business in the future. Given the ever-increasing risk of terrorism and its constant presence in the media, this session promises to be highly topical and extremely relevant.

Don't forget - there's still time to join us at the Conference. Just visit our website and download, complete and return the booking form so you don't miss out!

I have been assembling the council pre-meeting pack for Thursday and it struck me how far IIS has come since our June meeting. The contents show we are a vibrant institute, thriving on innovation and constantly looking to raise the bar as a Centre of Excellence.

Our three main teams, Membership Engagement, Programme Management and Corporate Social Responsibility (CSR), all have their own specialist areas but are actively working together and tapping into each others' expertise and opportunities, to grow IIS and reach out to our wider membership, local employers and the community.

Our Company Champions network is increasing, helped by volunteers coming forward at our CPD and social events. In turn, our Champions are encouraging their colleagues to support our events and swell attendance numbers. It's exciting as our online booking records show this catalytic effect is happening already.

CSR is giving IIS a unique added dimension - a chance to raise awareness of inclusivity, 'doing the right thing', and to give something back to society. Perhaps most pleasing was the welcome Zoe and Charlotte Penson had when they proposed an environmental talk followed by a team activity (perhaps clearing a local waterway), to the Programme Team. This is in addition to the Annual Charity Quiz on 10 November, which Charlotte Penson is helping Ian Sadler to organise.

Best wishes as always.





September	October	November	December	January
	<i>date TBA for Rep Council pre-meet agenda items</i>		<i>Minimal bookings due to availability</i>	<i>Add Notes</i>
	1 Th Diversity training CR	1 Su	1 Tu COUNCIL RC to run	1 Fr <b>New Year's Day</b>
2 We Personal Impact - CR	2 Fr	2 Mo London FP Sympos'm	2 We	2 Sa
3 Th Council reports deadline	3 Sa	3 Tu CDM JH?	3 Th	3 Su
4 Fr STRATEGY GROUP GJ	4 Su	4 We News d'line/Careers Fair	4 Fr Christmas lunch SS	4 Mo
5 Sa	5 Mo	5 Th	5 Sa	5 Tu
6 Su	6 Tu Company Champions PZ	6 Fr	6 Su	6 We
7 Mo	7 We	7 Sa	7 Mo	7 Th
8 Tu	8 Th IIS/NDII Jt CPD Conference	8 Su	8 Tu	8 Fr
9 We PROGRAMME PB	9 Fr	9 Mo	9 We	9 Sa
10 Th CPD Confmtg PB/SS/ZT	10 Sa	10 Tu Annual Charity Quiz IS	10 Th	10 Su
11 Fr	11 Su	11 We	11 Fr	11 Mo
12 Sa	12 Mo CII Written Exams	12 Th Jt Network Event Btn Uni	12 Sa	12 Tu
13 Su	13 Tu CII Exams & PFS Conf	13 Fr	13 Su	13 We <b>Insurance Act talk? PB</b>
14 Mo	14 We CII Written Exams	14 Sa	14 Mo	14 Th
15 Tu PFS AGM London	15 Th	15 Su	15 Tu	15 Fr
16 We	16 Fr	16 Mo	16 We	16 Sa
17 Th COUNCIL ML	17 Sa	17 Tu FS Sales Skills(breakfast)S	17 Th	17 Su
18 Fr	18 Su	18 We Council reports deadline	18 Fr	18 Mo
19 Sa	19 Mo	19 Th Rep Council	19 Sa	19 Tu
20 Su	20 Tu	20 Fr	20 Su	20 We <b>Donoghue V Stephenson</b>
21 Mo	21 We Red. the Cost of Error SS	21 Sa	21 Mo	21 Th
22 Tu	22 Th	22 Su	22 Tu	22 Fr
23 We Diversity training CR	23 Fr	23 Mo PROGRAMME PB	23 We	23 Sa
24 Th	24 Sa	24 Tu	24 Th	24 Su
25 Fr	25 Su	25 We Writing to express SS	25 Fr <b>Christmas Day</b>	25 Mo
26 Sa	26 Mo	26 Th	26 Sa <b>Boxing Day</b>	26 Tu <b>Insurance Act talk? PB</b>
27 Su	27 Tu	27 Fr STRATEGY GROUP GJ	27 Su	27 We
28 Mo	28 We Sussex Seniors	28 Sa	28 Mo <b>B/H</b>	28 Th
29 Tu Professional Indemnity GJ	29 Th R08 revision 1/2 day	29 Su	29 Tu	29 Fr <b>ANNUAL DINNER</b>
30 We AF3 Revision day RC/SS	30 Fr	30 Mo	30 We	30 Sa
& MYA deadline	31 Sa		31 Th	31 Su