



President's Round Up – Mark Longford

Planning for the AGM

As my term as your president is drawing to a close, we begin to think about the AGM. Richard Cohen was unanimously adopted to be our preferred candidate at the last Council Meeting. The role is subject to election but our endorsement gives Richard a mandate with which to plan and ensure a smooth handover in April.

Each local institute creates an annual development plan. The purpose of these plans is to assist incoming presidents in planning the year ahead; ensuring that institutes deliver the services required by members, such as CPD events and aiding the effective running of the institutes themselves.

These plans also support and underpin every local institute's ongoing progression and provide a helpful barometer for our progress and development in the key areas linked to our annual assessment which in turn links to our grant.



As well as our own team, Richard will be supported by Victoria Rees-Price. Victoria's title has recently changed to *Regional Membership Manager* to reflect the wide ranging responsibilities she has to the LI network. I often describe Victoria as an unofficial member of Sussex CII and have been especially grateful for her support and ideas during my term.

Last year's AGM was a watershed moment for us as we celebrated the successes in Graham's year and prepared our new team. It was also an opportunity to welcome new members and particularly our Award Winners, many of whom went on to become part of Pauline Zahoui's team of Company Champions. This year we will again be holding our formal meeting followed by a Joint Presidents' Reception hosted by Richard and myself.



All institutes are now allocated to one of four bands – excellent, good, fair and poor – on the basis of their annual assessment score. These bands are assigned an associated percentage payment of an institute's total membership fees.

The local institute bandings and associated percentage payments are being submitted for approval at the CII board meeting on **28 January 2016** and we can discuss at our March Council meeting.



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



Looking ahead!

We are now well and truly back in full swing after the holiday period and this year's first Programme Management team meeting took place on Tuesday. It was a useful and lively session as we discussed CPD and social event ideas for the next presidential year, taking into account topical subjects and those requested on feedback forms or verbally. As ever, we are keen to give the best possible value, to meet our members' on-going CPD needs and provide interesting social events.



Richard Cohen is passionate about education and exams, so study support will form a key part of our 2016/7 offering. With Victoria Rees-Price's help, we are currently ascertaining the most popular general insurance and financial services subjects, with a view to holding all-day revision workshops on four of these in mid-September, led by CII specialist tutors. Richard will also be delivering a repeat of his excellent generic exam technique session, featuring a mock exam based on the sitcom 'Friends'.



Success breeds success, so if you passed P05, AF3 or RO8 as a result of our 2015 workshops, I need your help! Can you provide a very short sound bite testimonial for our website, to help promote further IIS study support and prove that it works? Just drop me a line at secretary@sussexcii.org.uk as I'd love to hear from you.

Eagle-eyed readers will have spotted a change on the attached Planner for 10 February, as this now shows 'CPD talk?' rather than 'Clandon House fire'. Unfortunately, due to our speaker's illness, it has been necessary to postpone the Clandon seminar, although we hope to run it later this year. In the meanwhile, we are trying hard to find a replacement CPD event for the 10 February slot if possible. I'll keep you posted.

It's our turn to co-host the Joint Professional Associations Networking evening at Brighton University on 19 May. Data Security breaches continue to hit the news daily so we have managed to secure Adrian Phillips to speak on this very relevant and high-profile topic. Adrian is an expert as his current activities include Special Counsel at the international law firm, Jones Day, and with others,

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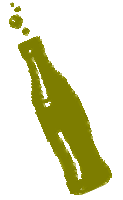


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developing and building a compliance SaaS tool to enable and assist medium-size companies to monitor and comply with the relevant legal and regulatory framework in the UK.



Finally, I look forward to seeing as many of you as possible on Wednesday evening, when Jeff Heasman will explore the leading case of *Donoghue v Stevenson*; aka 'the one about the snail in the ginger beer bottle'. If you haven't booked your place yet and would like to join us, do visit our website.



Best wishes.



January	February	March	April	May
	<i>AMM Review date tba</i>	<i>Postpone CSR talk & Prog team mtg. dates tba.</i>	<i>Add Notes</i>	<i>CSR Fraud talk? May or June</i>
1 Fr New Year's Day	1 Mo	1 Tu 2xNetworking SS	1 Fr	1 Su
2 Sa	2 Tu Info gathering skills SS	2 We	2 Sa	2 Mo May Bank Holiday
3 Su	3 We PFS Officers' Conf	3 Th Council reports deadline	3 Su	3 Tu
4 Mo	4 Th PFS Officers' Conf	4 Fr	4 Mo	4 We
5 Tu	5 Fr	5 Sa	5 Tu Eastbourne Pier fire AF	5 Th
6 We	6 Sa	6 Su	6 We	6 Fr
7 Th	7 Su	7 Mo	7 Th	7 Sa
8 Fr	8 Mo	8 Tu	8 Fr	8 Su
9 Sa	9 Tu	9 We	9 Sa	9 Mo
10 Su	10 We CPD talk ?	10 Th	10 Su	10 Tu
11 Mo	11 Th	11 Fr STRATEGY GROUP GJ	11 Mo CII Written Exams	11 We
12 Tu PROGRAMME PB	12 Fr	12 Sa	12 Tu CII Written & PFS Q2	12 Th
13 We	13 Sa	13 Su	13 We CII Written Exams	13 Fr
14 Th	14 Su	14 Mo	14 Th	14 Sa
15 Fr	15 Mo	15 Tu	15 Fr	15 Su
16 Sa	16 Tu	16 We	16 Sa	16 Mo
17 Su	17 We	17 Th COUNCIL ML	17 Su	17 Tu
18 Mo	18 Th	18 Fr	18 Mo	18 We CII NC2016
19 Tu	19 Fr	19 Sa	19 Tu	19 Th Jt Network Event Btn U
20 We Donoghue v Stevenson	20 Sa	20 Su	20 We	20 Fr
21 Th	21 Su	21 Mo	21 Th Structural defects PB	21 Sa
22 Fr	22 Mo	22 Tu	22 Fr	22 Su
23 Sa	23 Tu	23 We	23 Sa	23 Mo
24 Su	24 We	24 Th	24 Su	24 Tu
25 Mo	25 Th	25 Fr Good Friday	25 Mo	25 We
26 Tu Insurance Act PB	26 Fr Review IIS H&S policy (SS)	26 Sa	26 Tu	26 Th
27 We	27 Sa	27 Su	27 We AGM/Awards Evening	27 Fr
28 Th	28 Su	28 Mo Easter Monday	28 Th	28 Sa
29 Fr ANNUAL DINNER	29 Mo	29 Tu	29 Fr	29 Su
30 Sa		30 We	30 Sa	30 Mo Spring Bank Holiday
31 Su		31 Th	Network News deadline 2 May	31 Tu