



President's Round Up – Mark Longford Our last Council Meeting This Year



Simply is slightly delayed this week as I prepare for the last council meeting of our inaugural year as 'Sussex'. Susan has prepared and distributed the reporting pack and once again this shows energy and commitment in our team.

The main topic of discussion at the last council meeting centred on the grant we receive from the CII to run our local activities. At that time we prepared revised forecasts and trimmed our expenditure in order to meet the CII's immediate goal to reduce our reserves and hold one year's operating expenses in reserve. We are slightly outside this target but on course to achieve in 2016-17 in time for our next assessment. This has been the most challenging task during my year and I am grateful to everyone, especially members of the Strategy Group, for their robust arguments and sound advice. I admit to having some sympathy for George Osborne as he prepares to deliver Wednesday's Budget.

With that link the pundits tell us that a rise in IPT is likely. Having been responsible for implementing five IPT changes since 1994, I can imagine the workload that will be placed on insurers and especially those in the front line negotiating renewals. It also impacts on the insurance we pay for our local institute cover.

Being part of a local institute council is a fantastic way of gaining experience and responsibility and working with colleagues beyond the workplace. If you have a few hours a month available and perhaps a skill you would like to develop, please consider standing for council. 'Sussex' has been launched and now Richard and the team have many exciting plans for the coming year.



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

A truly Sussex seminar!

We are always keen to bring you topical and relevant CPD content. So what could be more appropriate for Sussex CII members than Tuesday 5 April's evening seminar at Clair Hall, Haywards Heath about the Eastbourne Pier fire?

The Victorian pier hit the news headlines on 30 July 2014 when fire broke out and gutted the roof and main structure. However within eight weeks, two thirds of the pier was reopened and by November 2014, work had begun on dismantling the severely damaged dome in order to rebuild it. The attractions opened again in May 2015 and following a recent change of ownership, its story continues to unfold.



Insurance played a key role immediately after the fire and despite its severity and the complex technical issues involved, the claim was settled within just six months. How was this considerable feat achieved? The answers were to manage expectations and communications right from the outset, build strong relationships and keep things realistic and simple.



We are delighted to welcome Paul Handy, Head of Global Technical Services, Europe and Global Head of Cyber Risks at Crawford & Company (Adjusters), who was at the forefront of the claim. Paul will lead us through the process, giving us insights into managing similar large incidents and the role of the Major Loss Adjuster. He will also explain how a robust claims solution is vital when seeking to build and leverage client relationships.

This seminar is proving extremely popular, so if I've whetted your appetite to hear more, hurry and book your free place online via our website:

<http://www.localinstitutes.cii.co.uk/sussex/home/>

Paul is a very keen supporter of local institutes and the CII - we send Sussex greetings to the Insurance Institute of Cambridge as he is their current President.

Incidentally, on the evening of the Eastbourne fire, I and 24 others from our institute met under Arch 260 of Brighton Pier, ready to descend into the sewers below the Old Steine. Our underground guided tour was an unforgettable experience as we discovered an entire labyrinthine world underneath the local hotels and streets. Nearly two years on, our members are still talking about it enthusiastically, so we have booked a repeat visit for 27 July by popular request. Online booking via our website will be open nearer the time.



Following the success of last year's Learning & Development Conference with North Downs Institute, we are going back to Crowne Plaza, Crawley, on 11 October for another full day of CPD seminars. Planning is underway – put the date in your diary and watch this space over the next few weeks for details of our fantastic speaker line-up!

Best wishes.

www.sussexcii.org.uk



@sussex_cii



Sussex CII (IIS)



(Simply Sussex will take a holiday next week and over the Easter break, returning on 5 April.)



March		April		May		June	
	<i>meeting with David Irvine & Dev Review?</i>		<i>Add Notes</i>				<i>Add Notes</i> <i>EU Referendum</i>
1 Tu	2xNetworking SS	1 Fr		1 Su		1 We	
2 We		2 Sa		2 Mo	<i>May Bank Holiday</i>	2 Th	
3 Th		3 Su		3 Tu		3 Fr	
4 Fr		4 Mo		4 We		4 Sa	
5 Sa		5 Tu	Eastbourne Pier fire AF	5 Th		5 Su	
6 Su		6 We		6 Fr		6 Mo	
7 Mo	Council repts deadline	7 Th		7 Sa		7 Tu	
8 Tu		8 Fr		8 Su		8 We	
9 We	Jt Conf mtg PB/SS/U Jones	9 Sa		9 Mo		9 Th	
10 Th	Kent Conference	10 Su		10 Tu		10 Fr	
11 Fr	STRATEGY GROUP GJ	11 Mo	CII Written Exams	11 We		11 Sa	
12 Sa		12 Tu	CII Written & PFS Q2	12 Th		12 Su	
13 Su		13 We	CII Written Exams	13 Fr		13 Mo	
14 Mo		14 Th		14 Sa		14 Tu	
15 Tu		15 Fr		15 Su		15 We	
16 We		16 Sa		16 Mo		16 Th	
17 Th	COUNCIL ML	17 Su		17 Tu		17 Fr	
18 Fr		18 Mo		18 We	CII NC2016	18 Sa	
19 Sa		19 Tu		19 Th	Jt Network Event Btn U	19 Su	
20 Su		20 We		20 Fr		20 Mo	
21 Mo	PROGRAMME PB	21 Th	Structural defects PB	21 Sa		21 Tu	
22 Tu		22 Fr		22 Su		22 We	
23 We		23 Sa		23 Mo		23 Th	EU REFERENDUM
24 Th		24 Su		24 Tu		24 Fr	
25 Fr	<i>Good Friday</i>	25 Mo		25 We		25 Sa	
26 Sa		26 Tu		26 Th		26 Su	
27 Su		27 We	AGM/Presidents' Event	27 Fr		27 Mo	
28 Mo	<i>Easter Monday</i>	28 Th		28 Sa		28 Tu	
29 Tu		29 Fr		29 Su		29 We	PFS Q3 Cor
30 We	AGM ltr deadline ML/SS	30 Sa		30 Mo	<i>Spring Bank Holiday</i>	30 Th	
31 Th			Network News deadline 2 May	31 Tu			