

The Insurance Institute of British Columbia  
Annual Report

Learning for the real world. Rewarding.™



Insurance Institute

2007-2008



## **Insurance Institute of BC Governing Council 2007-2008**

President	Andrew Janzen, BComm, FCIP, FRM, CAIB
1st Vice President, Academic Division	Graham Haigh, BA, FCIP, CAIB
2nd Vice President, Professional Division	Shaun Sinclair, MBA, FCIP, CRM
Secretary/Treasurer	Mike Dakin, BA, CIP,
Past President	Carol Kuzyk, FCIP, CRM
Vancouver Island Chapter	Muriel Sitter, CIP, CRM, CAIB
Career Connections	Pierre Chavigny, CIP, CRM
CIP Events & Seminars	Monika Leukefeld, CIP, CAIB
Education	Drinda Ribeiro, BSc, FCIP, FRM, CIM
Future Directions	Wes M. Chowen, BA, CIP, CRM
Marketing & Communications	Helena Dolan, BMath, FCIP, CRM
Operations	Penny J. Harris, FCIP, CRM
General Manager	— Danielle Bolduc, BComm, CIP
Seminar & Events Coordinator	— Kim Durocher
Education Coordinator	— Karen Cotter, BA, CIP
Customer Service Representative	— Leanne Dowsett





# Sixty-Second Annual Report

---

## Table of Contents

President’s Report.....	2
Report of the Academic Division .....	5
Report of the Professional Division .....	8
Vancouver Island Chapter Report .....	10
Award Winners .....	12
Graduating Fellows.....	14
CIP Graduates.....	16
Seminar Report.....	19
CIP Society Report.....	20
Student Enrollment.....	21
Minutes of the 2008 AGM.....	22
Financial Statements.....	26
Instructors 2007-2008 .....	36
Past Presidents.....	37
Foundation Fellows & Associates.....	38
Honourary Life Members.....	38
Maintenance Fund Donor.....	39
Convocation Sponsors .....	40

# 2007-2008 President's Report

---



It is great to be standing here today. Not because my term as President is over, but because I have the privilege of reporting after Shaun, Graham, and Muriel, with you having heard the successes of their committees. We have had an excellent team working together this year, as an executive and council, and our intention has been to provide the best return on

investment possible for our members, and I believe we have succeeded in that.

As we started the last year, I identified five strategic goals and challenges for the year. I will give you a brief update on how we have progressed.

## **Strategic Goals & Challenges**

1. Expanded and enhanced sponsorship through increased subscriptions from regional industry participants;
2. Continued work in the Okanagan, expanding our seminars and course offerings, with a mid-range goal (12-24 months) to start a chapter based on Kelowna;
3. Revenue stability, through continued growth in IIBC Academic and CIP Seminars;
4. Working with Vancouver Island Chapter in growing their events, revenue generation, and promotion of Institute events, seminars, courses, and the CIP designation;
5. Continued promotion of the CIP and courses within the BC insurance community. Our two areas for targeted growth continue to be the Insurance Corporation of BC, and brokers.

## **Expanded and enhanced sponsorship through increased subscriptions from regional industry participants:**

We have anticipated a decrease in CIP course revenues, so we have wanted to diversify our revenues to continue supporting our activities. We saw that in BC we have not really developed our subscription base, and saw an opportunity for growth in this revenues stream. As you will see in the financial report, our CIP course rev-

venues did not fall – they grew. Nonetheless, we have expanded the subscription base, although there is still room for future growth.

**Continued work in the Okanagan, expanding our seminars and course offerings, with a mid-range goal (12-24 months) to start a chapter based on Kelowna:**

The work of the Future Directions Committee has been invaluable in this area. There is now a local committee on the ground in Kelowna, and this has been a year to work through growing pains and challenges, and I am very pleased with their progress in growing and expanding our presence in the Okanagan. We do not wish to hurry to create chapter status for the sake of this, but we wish to serve our membership in Kelowna the best way possible. This has been a success, again leaving room for growth.

**Revenue stability, through continued growth in IIBC Academic and CIP Seminars:**

We have had the opportunity in the past year for staff to work in redefined roles; one of these roles is a full time Seminar and Events Coordinator. **Kim Durocher** has served admirably in this role, and between Kim and an active seminar committee, we have made excellent progress in growing and developing our seminars. The team has brought together a number of new seminars and initiatives, and set the stage for an even more successful year next year.

**Working with Vancouver Island Chapter in growing their events, revenue generation, and promotion of Institute events, seminars, courses, and the CIP designation:**

There is a strong team in place on Vancouver Island, and they have taken control of their destiny. When we developed mandates last year, Vancouver Island was given the opportunity to keep and re-invest 50% of the net profit of all of their seminars and activities to promote the Institute on the Island. **Muriel Sitter** and her team have risen to this challenge and with the success they have had this year, in part by working more closely with our staff, they are excited to grow more next year.

**Continued promotion of the CIP and courses within the BC insurance community. Our two areas for targeted growth continue to be the Insurance Corporation of BC, and brokers:**

This is not my last point because it is least important – but because if points one through four are successful, the more we have to invest promoting the CIP. We have worked closely with the Institute office in Toronto in developing and implementing our marketing and advertising strategy. Including IIC’s portion we have invested over \$100,000 in advertising in the past year, bringing the total for the past three years in excess of \$200,000. I firmly believe that it is this strategic reinvestment of funds into promotion and advertising of the CIP designation, both within the industry and to the general public, that has made BC one of the leaders within the institute nationally in growth in membership and revenues.

Of course, the core reason for our success is our staff. We are very fortunate to have a very dedicated and hard working team, and thank **Danielle, Kim, Karen, and Sarah** for being such a pleasure to work with.

These were our goals for the year. Did we achieve them? In a sense no. We made excellent progress towards them, but goals like these are not intended to be achieved in a year. Each of use serve only for a short point in time to carry the torch of this excellent institute of professionalism. In the past 12 months, the team you elected here last year has moved all of these goals closer towards realization. It has been a privilege to be part of that.

Team – thank you all for an excellent year!

Respectfully submitted,

**Andrew J. Janzen**, B.Comm., FCIP, FRM, CAIB  
*President, Insurance Institute of BC*

## Report of the Academic Division

---

It is with great pleasure that I am here to report on the many successes achieved in 2007/2008 by the three committees that make up the Academic Division. These successes, as always, are achieved only with the diligence and efforts of the Committee Chairs, the Committee Members, special event volunteers and the great support of our office staff.

The **Operations Committee** was chaired by **Penny J. Harris**, FCIP, CRM of Murrick Insurance Services Ltd, who along with her committee organized our annual Convocation ceremony that had 400 attendees this year, continued to focus on improvements to the professional appearance of our boardroom/classrooms, and once again oversaw the production of our regularly scheduled high quality newsletters. We are the only Western Canadian institute that produces a regular newsletter.

I'd like to take a moment to specifically recognize Penny Harris' work for the Insurance Institute of BC over the last several years. Penny has decided to step down from her role as chair of the Operations Committee. She has positively contributed to the growth of our convocation ceremony, the acquisition and professional presentation of our new premises, and perhaps most noteworthy, she leaves behind a high performing committee. Thank you Penny!

**Drinda Ribeiro**, BSc., FCIP, FRM, CIM of Canadian Direct Insurance chaired our **Education Committee** in 2007/2008. This committee successfully planned and hosted our half day instructor training session in January 2008 with 23 instructors in attendance. The committee will be conducting two half day sessions each year, one with a keynote speaker with every other session being a workshop.

The Education Committee also released an updated instructor's handbook that includes policies, procedures and expectations to assist our instructors in planning and teaching their courses throughout the province. Goals of this updated handbook include better orientation for new instructors and greater consistency in the delivery of course content by all instructors.

This year's Education Committee was tasked with helping

the second highest number of students in the past five years to achieve their educational goals with 929 in class registrations for 2007/2008 up from 912 registrations in 2006/2007. A key performance measure for the Education Committee is BC's student success ratio versus the national average. On behalf of the committee I'd like to draw to your attention that 86% of our in-class students successfully complete each course versus a Canadian average of 77%.

Last, but not least, the **Marketing & Communications Committee** was lead by first year chair **Helena Dolan**, BMath, FCIP, CRM of ING Insurance Company of Canada. I can confidently state that 2007/2008 was our most active year ever with respect to marketing and communication initiatives at the Insurance Institute of BC. Not satisfied with simply updating and following our existing marketing plan, the committee after being tasked with enhancing the CIP brand and growing our representation in two key markets – brokers and ICBC – completed the following:

- 60 CIP Billboard Ads – Vancouver/Victoria/Kelowna in February
- 19 CIP Billboard Ads, 15 Transit Shelters, 50 Bus Benches – Kelowna in May
- 3 Billboard Ads, 5 Mall Posters, 10 Transit Shelters, 4 Bus Ads, 3 SeaBus Posters – ICBC HO in North Vancouver
- Billboard Campaign Ad – BC Broker
- “At the Top” Networking Event – Vancouver
- Graduate Ad – Vancouver Sun & BC Broker
- CIP Ad – BC Business (July & Dec)
- CIP Ad – Business in Vancouver
- Insurance Directory – Cover Ad

The three committees of the Academic Division each played a key role in the very successful year just completed. I sincerely thank the committee chairs – Penny, Drinda, and Helena - for the quantity and quality of the work completed by their respective committees in 2007/2008. I also wish to recognize and thank our staff for their excellent work: **Danielle Bolduc, Kim Durocher, Karen Cotter and Sarah Bartfai.**

I look forward to exciting times ahead as we add even greater value to our educational offerings in the eyes of the public and our membership through improved course and seminar content and an even more visible marketing presence.

Respectfully Submitted,

**Graham Haigh**, BA, FCIP, CAIB  
*1st Vice President, Academic Division  
Insurance Institute of BC*

## Report of the Professional Division

---

I am pleased to report on the great work completed this year by the Professional Division committees. The executive made some changes to the Professional Division Committee teams this year that we believe better reflect the Professional Division's strategic goals: the Committees this year are made up of Career Connections, Seminars and Events and Future Directions. The following report outlines the degree of professionalism our Committee Chairs, the Committee Members, special event volunteers and the great support of our office staff have dedicated to the overall success enjoyed by the IIBC this year.

The **Career Connections Committee** was chaired by **Pierre Chavigny**, CIP, CRM of SCM Adjusters Canada Ltd. who along with his committee exceeded all expectations for promoting our organization and industry to the youth of B.C. The Career Connections mandate is to target secondary and post secondary school students and graduates to promote the 'World of Possibilities' – careers that are available to them in our industry.

The Committee this year adopted a strategic marketing approach to target key cities, schools and teachers. Under the banner of IIBC Career Connections, the team attended 9 career fairs touching an estimated 5000 students and 35 classroom presentations providing direct contact with 920 students. This is a remarkable effort on behalf of the Career Connections team – congratulations Pierre and thank you to you and your team.

**Monika Leukefeld**, CIP, CAIB of BFL Canada chaired our **Seminars and Events Committee** in 2007/2008. This is Monika's first year as a committee chair and we have some fantastic results to share. This year the committee hosted 6 Academic seminars in Vancouver, 2 in Victoria and 1 in Kelowna. The CIP seminars included 4 in Vancouver and 1 in Kelowna – all of these events generated a profit for the institute. In addition to the academic events, Monika's team presented the excellent CIP Golf tournament in Vancouver that had a full roster of participants as well as some dinner guests for a total of 162 attendees and the upcoming Victoria CIP Golf tournament that will take place next week already has 50 registered golfers.

Last, but not least, is the **Future Directions Committee** led by

**Wes Chowen**, BA, CIP, CRM of McLaren's Canada, who will be joining the executive this year. Under Wes' leadership this year, the Future Directions Committee had a mandate to develop a new strategic plan to improve and update the marketing plan from 2002. The committee completed an exhaustive review and their report entitled Strategic Plan Review identifies current conditions, business analysis and future strategy.

The performance of the three committees of the Professional Division significantly contributed to the overall success of the IIBC this year. On behalf of the IIBC and from me personally I would like to thank the committee chairs – Pierre, Monika and Wes – for the incredible quality of the work completed by their respective committees this year. I also wish to recognize and thank our staff for their excellent work: **Danielle Bolduc, Kim Durocher, Karen Cotter** and **Sarah Bartfai**.

Next year I will be leading the **Academic Division**. I look forward to working with the Committees to provide enhanced educational services to our membership while making sure we maintain the excellent service standards we now enjoy and continue to market our services to our members and the public.

Respectfully submitted,

**Shaun Sinclair**, MBA, FCIP, CRM  
*2nd Vice President, Professional Division  
Insurance Institute of BC*

# Vancouver Island Chapter President's Report

---

*The following report was presented by **Muriel Sitter**, at the Vancouver Island Chapter's Annual General Meeting and Election of Officers on June 12, 2008.*

The Council for Vancouver Island are proud of our chapter's status and are pleased that we have increased our membership to 521. This allows our voice to be heard at the provincial level monthly as well as at the national level on an annual basis. The Council will continue to work hard to encourage new members by increasing our presence on the Island.

We will accomplish this by continuing to offer more seminars on topics that are relevant to our industry. As mentioned in the report by **Kurt Meyer**, we have increased the number of seminars hosted and we will continue this trend.

We are also pleased with the participation of our members in the events that we have sponsored. **Donna Salahor** and her team have worked hard to again made our Annual Awards Dinner and Dance a highlight of the festive season. We have also added a Cocktail Party and Golf Tournament where members can meet and enjoy themselves in a relaxed atmosphere. From the last report we have 50 members signed up for the golf up from 40 our first year. Now all we have to wish for is good weather. Last year I remember that it rained right up to the day before the golf tournament, which had the committee worried, however the day of the event is was sunny and warm. I predict a repeat for this year.

As stated by **Lucie Ferguson** in her report we are doing well financially, which will enable us to continue to host the Cocktail Party at no cost to CIP members and offer complimentary tickets for graduates at our Annual Dinner/Dance.

We continue to offer various classes some in the traditional evening class format and others in the Fast-Track format, as well as offering courses in the Duncan and Nanaimo area as well as Victoria. We encourage feedback from our students on what courses they wish to see on the calendar. I would like to thank **Dale Rogoza** for his work in setting up the courses, finding instructors as well as organizing the Proctors and classroom for the exams.

I had the opportunity to travel to the National Annual General Meeting in New Brunswick last year. The Insurance Institutes of Canada and British Columbia are working to promote the insurance industry across Canada. You may have noticed some of the billboards on the Island and Mainland promoting our industry.

I have enjoyed my first term as President of the Vancouver Island Chapter, working with a great team who volunteer their time, energy and expertise, while like all of us juggle their private lives and careers. I have also enjoyed working with the BC Chapter President **Andrew Janzen** and the rest of the executive team, along with the Insurance Institute staff – **Danielle** and her team – who have supported us in our efforts to expand our presence on the Island. I look forward to working with the entire group for the upcoming 2008-2009 term.

Respectfully Submitted,

**Muriel Sitter**, CIP, CRM, CAIB  
*President, Vancouver Island Chapter  
Insurance Institute of BC*

## Award Winners

---

### *Insurance Institute of BC Awards*

#### **Chartered Insurance Professional Awards**

*Leonard J. DeVito Memorial  
Gold Medal Award*

**Vicki Gregoriou**

*Malcolm C. Simpson Memorial  
Silver Medal Award*

**Kerry McLaughlin**  
Insurance Corporation of BC

*Advance Claims Service  
Bronze Medal Award*

**Steve Canofari**  
Insurance Corporation of BC

#### **Fellow, Chartered Insurance Professional Awards**

*Norman Bortnick Memorial  
Gold Medal Award*

**David Penfold**  
Lombard Canada Ltd.

*T. Michael Porter  
Silver Medal Award*

**Jan Brownridge**  
Munich Reinsurance  
Co. of Canada

*Robert Yates Memorial  
Bronze Medal Award*

**Raymond Chau Ming Lau**  
New World Insurance  
Services Ltd.

#### **CIP Instructor of the Year**

*David C. Skingsley  
Memorial Award*

**Wayne Hickey, FCIP, CRM**  
Methanex Corporation

## ***Insurance Institute of Canada Awards***

### **Chartered Insurance Professional Award**

***The Insurers' Advisory  
Organization Prize***

*All Majors – Second Runner Up*

**Vicki Gregoriou**

***The Canadian Board of  
Marine Underwriters Prize***  
*Marine Major – Top Student*

**Amanda Telford**  
Eagle Underwriting  
(Pacific) Inc.

### **Fellow, Chartered Insurance Professional Award**

***The Colin Atkinson  
Memorial Award***

*Underwriting Major – Runner Up*

**Eugene Roh**  
Zurich Canada

## Graduating Fellows

---

<b>Mashood Ali</b>	<i>Management</i> Premier Marine Insurance Managers Group (West) Inc.
<b>Jan Brownridge</b>	<i>Management</i> Munich Reinsurance Company of Canada
<b>Jon Chae</b>	<i>Risk Management</i> ING Insurance Company of Canada
<b>Fanny Cheung</b>	<i>Risk Management</i> The Economical Insurance Group
<b>Gloria Gao</b>	<i>Risk Management</i> Spectra Energy
<b>Jasper Hageman</b>	<i>Management</i> Commonwealth Insurance Company
<b>Graham Haigh</b>	<i>Management</i> Gore Mutual Insurance Company
<b>David S. Johnston</b>	<i>Risk Management</i> Insurance Corporation of BC
<b>Lawrence Kennedy</b>	<i>Risk Management</i> Rand & Fowler Insurance Agencies
<b>Raymond Chau Ming Lau</b>	<i>Risk Management</i> New World Insurance Ltd.
<b>Eugene Ng</b>	<i>Management</i> The Economical Insurance Group
<b>Darren Ryan O’Sullivan</b>	<i>Risk Management</i> Ecclesiastical Insurance Office
<b>Christina Pitkanen</b>	<i>Risk Management</i> Canadian Northern Shield
<b>Eugene Roh</b>	<i>Underwriting</i> Zurich
<b>Victoria F. Shiah</b>	<i>Risk Management</i> —

**Frank K. Wu**

*Management*  
The Economical Insurance Group

**Linda Yoshida**

*Management*  
Insurance Corporation of BC

***Honours Graduate***

**David Penfold**

*Risk Management*  
Lombard Canada Ltd

# Graduating Chartered Insurance Professionals

---

<b>Rita Algabre</b>	Gore Mutual Insurance Company
<b>Alexandra Almeida</b>	Insurance Corporation of BC
<b>Kaori Araki</b>	Travelers
<b>Portia Au</b>	AXA Pacific Insurance Company
<b>Al Babul</b>	Insurance Corporation of BC
<b>Sonia Baker</b>	The Economical Insurance Group
<b>Kim Bannigan</b>	The Co-Operators
<b>Kristin Barrette</b>	Mardon & Campbell Insurance
<b>Dr. Stephen Bath</b>	Insurance Corporation of BC
<b>Amie Bevilacqua</b>	Coast Capital Insurance Services
<b>Michelle Bodel</b>	Gore Mutual Insurance Company
<b>Michelle Brandson</b>	Commonwealth Insurance Company
<b>Steve Canofari</b>	Insurance Corporation of BC
<b>Josephine Chan</b>	BFL Canada Insurance
<b>Amanda Chau</b>	Marsh Canada Limited
<b>Anita Chen</b>	Marsh Canada Limited
<b>Ho-Ming Cheng</b>	Insurance Corporation of BC
<b>Karina Cheng</b>	Wawanesa Mutual Insurance Co.
<b>Raymond F. Chin</b>	Ray F. Chin Independent Adjuster
<b>Jean Chou</b>	ING Insurance Company of Canada
<b>Debra Copeland</b>	The Sovereign General Insurance Co.
<b>Cameron Wayne Copeland</b>	American Home Assurance Company (AIG)
<b>Karen Cotter</b>	Insurance Institute of BC
<b>Mike Dakin</b>	Insurance Corporation of BC
<b>Ian Dalgleish</b>	Wawanesa Mutual Insurance Co.
<b>Janet Crawford Dorward</b>	Alder Insurance Services
<b>Kimberly Douglas</b>	CGI
<b>Bryan Finstad</b>	Insurance Corporation of BC
<b>H. John Fong</b>	Regent Pacific Insurance Services
<b>Sunam K. Gill</b>	Gore Mutual Insurance Company

<b>Randall Godfrey</b>	HUB International Insurance Brkrs
<b>Maria Guercio</b>	Chubb Insurance Co. of Canada
<b>Kelly Gushue</b>	The Preston Matthews Group Inc.
<b>Jeff Hattingh</b>	Marsh Canada Limited
<b>Stephen Hawken</b>	The Economical Insurance Group
<b>Kathryn Hepher</b>	Insurance Corporation of BC
<b>David B. Hinton</b>	Johnston Meier Insurance Agencies
<b>Mary Hoang</b>	Optimum West Insurance Company
<b>Tracy Hon</b>	McLarens Canada
<b>Darren Imrie</b>	Commonwealth Insurance Company
<b>Julia Ion</b>	Sports-Can Insurance Ltd
<b>Charlene Janzen</b>	Mardon & Campbell Ins Brkrs (White Rock) Ltd
<b>Vishal Jhaver</b>	Dobie Insurance Services Ltd
<b>Ray (Rahmat) Jillan</b>	The Economical Insurance Group
<b>Judy Johnson</b>	Willis Canada
<b>Etsuko Kaji-Holley</b>	Lombard Canada Ltd
<b>Kathy Pui Yu Kwan</b>	Vancity Insurance Services Ltd
<b>Wennee Lee</b>	The Economical Insurance Group
<b>Susan Lehtinen</b>	Wawanesa Mutual Insurance Co.
<b>Man Leung Leung</b>	Excess Markets (B.C) Corporation
<b>Thomas Liu</b>	Marsh Canada Limited
<b>Yuanling (Linda) Liu</b>	Wawanesa Mutual Insurance Co.
<b>Barry Low</b>	ING Insurance Company of Canada
<b>Thomas J. Luscombe</b>	Munich Reinsurance Co. of Canada
<b>David Mar</b>	Optimum West Insurance Company
<b>Darlene McBride</b>	Aviva Elite & Traders
<b>Wendy McCracken</b>	The Dominion of Canada
<b>Sara Mehrjou</b>	Gore Mutual Insurance Company
<b>Scott Misirlis</b>	Barnescraig & Associates
<b>Fumiyuki Murakami</b>	Aon Reed Stenhouse Inc
<b>Elena Neufeld</b>	Wawanesa Mutual Insurance Co.
<b>Hansel Ngan</b>	Canadian Direct Insurance Inc.
<b>Teresa Ngo</b>	The Sovereign General Insurance Co.

<b>Dave Pahkala</b>	Coast Underwriters Ltd
<b>Marie Peck</b>	Lombard Canada Ltd
<b>Nicholas Pietras</b>	Marsh Canada Limited
<b>Kari Price</b>	Insurance Corporation of BC
<b>Wendy Robin</b>	Insurance Corporation of BC
<b>Andrew Russell</b>	Marsh Canada Limited
<b>Bruce Schroeder</b>	Insurance Corporation of BC
<b>Melissa Stedman</b>	ING Insurance Company of Canada
<b>Brian Still</b>	Lombard Canada Ltd
<b>Amanda Telford</b>	Eagle Underwriting (Pacific) Inc.
<b>Bonnie Siu-To</b>	Insurance Corporation of BC
<b>Colin Trinczek</b>	Wawanesa Mutual Insurance Co.
<b>Tommy Tsang</b>	The Sovereign General Insurance Co.
<b>Sarah Tung</b>	ING Insurance Company of Canada
<b>Scott Wallace</b>	Christie Phoenix (Victoria) Ltd.
<b>Darrin R. Will</b>	Lombard Canada Ltd
<b>Mary Zhao</b>	Optimum West Insurance Company

***Honours Graduates***

<b>Vicki Gregoriou</b>	—
<b>Kerry McLaughlin</b>	Insurance Corporation of BC

# Seminar Report

---

## *Vancouver*

<b>TITLE</b>	<b>DATE</b>	<b>TOTAL PAID</b>
Recent Developments in Insurance Law	May 24, 2007	65
Study for Success	September 25, 2007	22
Speed Reading	September 25, 2007	25
Forensic Engineering in Practice	November 8, 2007	76
Negotiation Skills	January 18, 2008	44
Electrical Risks, Safety & Solutions for Older Homes	February 20, 2008	51

## *Victoria*

<b>TITLE</b>	<b>DATE</b>	<b>TOTAL PAID</b>
Building Construction	April 26, 2007	30
CSI... Victoria (Crystal Meth, Grow Ops, Fraud & Identity Theft)	March 6, 2008	48

## *Kelowna*

<b>TITLE</b>	<b>DATE</b>	<b>TOTAL PAID</b>
Building Construction	June 12, 2007	23

# CIP Society Report

---

## *CIP ProEdge Seminars*

### *Vancouver*

<b>TITLE</b>	<b>DATE</b>	<b>TOTAL PAID</b>
Recent Developments in Fraudulent Claims & Punitive Damages ( <i>luncheon</i> )	December 5, 2007	48
Boiler & Machinery Insurance	December 11, 2007	46
Risk/Relationship Management	January 30, 2008	39
Anatomy of Errors & Omissions	March 19, 2008	51

### *Kelowna*

<b>TITLE</b>	<b>DATE</b>	<b>TOTAL PAID</b>
Liability & Coverage for Strata Deductibles ( <i>luncheon</i> )	May 3, 2007	42

### *CIP Events*

<b>EVENT</b>	<b>DATE</b>	<b>TOTAL PAID</b>
CIP Society Golf Tournament – Vancouver	June 6, 2007	149
CIP Society Golf Tournament – Victoria	June 20, 2007	42
CIP Society Cocktail Party – Victoria	October 18, 2007	44

# Student Enrollment

## *CIP Program*

<b>IN-CLASS</b>	<b>2007 - 2008</b>	<b>2006 - 2007</b>	<b>2005 - 2006</b>
<i>Lower Mainland</i>			
Downtown Vancouver	500	563	508
Fast Track	149	98	126
Langley/Abbotsford	0	32	11
Surrey	75	68	92
North Vancouver	37	12	37
Burnaby/Coquitlam	10	16	52
New Westminster	50	37	66
<b><i>Total Lower Mainland</i></b>	<b>821</b>	<b>826</b>	<b>892</b>
<i>Vancouver Island</i>			
Victoria	74	45	65
Duncan/Nanaimo	13	14	49
<b><i>Total Vancouver Island</i></b>	<b>87</b>	<b>59</b>	<b>114</b>
Kelowna	23	25	28
<b><i>Total In-Class</i></b>	<b>931</b>	<b>910</b>	<b>1034</b>
<b>Distance Learning</b>	<b>653</b>	<b>686</b>	<b>654</b>
<b>Total CIP Enrollment</b>	<b><u>1584</u></b>	<b><u>1596</u></b>	<b><u>1688</u></b>

## *General Insurance Essentials Program*

### *Level 1 Brokers'/Adjusters' Licensing Program (GIE)*

	<b>2007 - 2008</b>	<b>2006 - 2007</b>	<b>2005 - 2006</b>
In-Class (Douglas & Camosun)	70	82	65
Home Study	72	37	22
<b>Total</b>	<b><u>142</u></b>	<b><u>119</u></b>	<b><u>87</u></b>

# Minutes of the 2008 Annual General Meeting

---

**Wednesday June 18, 2008**

The Insurance Institute of BC  
1110 - 800 West Pender  
Vancouver, BC

A quorum being present, the President, Andrew Janzen, called the meeting to order at 4:01pm. Those in attendance were:

## **Executive and Staff**

President	Andrew Janzen
1st Vice President	Graham Haigh
2nd Vice President	Shaun Sinclair
Secretary-Treasurer	Mike Dakin
General Manager	Danielle Bolduc
Seminar & Events Coordinator	Kim Durocher
Education Coordinator	Karen Cotter

## **Other Members of IIBC**

Barrie Bate	John Berg	Monica Leukefeld
Penny Harris	Philip Neame	Glen Kalmar
Hugh Lindsay	Ian Thompson	Hank Stevens
Wes Chowen	Ron Newcomb	Glenda Ouellette
John Dickinson		

## **Non-Member of IIBC**

Jennifer Perry

## **Notice of Meeting**

Proof of Notice of the Annual General Meeting dated June 3rd, 2008 which was mailed or e-mailed to all Members on June 3rd, 2008, was read by the Secretary-Treasurer, Mike Dakin.

## **Report on Quorum**

Mike Dakin, Secretary-Treasurer, confirmed that the quorum had been met as required by the Bylaws.

## **Minutes**

The minutes of the 2007 Annual General Meeting were circulated to the membership. Hugh Lindsay, seconded by John Dickinson moved adoption of the minutes.

*Motion carried.*

### **Academic Division Report**

Graham Haigh, 1st Vice President, presented the Report of the Academic Division (included in this annual report). This report included information on the activities of the Education Committee, Operations Committee and Marketing and Communications Committee. Wes Chowen moved for the acceptance of the report, seconded by Glen Kalmar.

*Motion carried.*

### **Professional Division Report**

Shaun Sinclair, 2nd Vice President, presented the Report of the Professional Division (included in this annual report). This report included information on the activities of the Seminars and Events Committee, Future Directions Committee and the Career Connections Committee. Penny Harris moved for the acceptance of the report, seconded by Hugh Lindsay.

*Motion carried.*

### **Vancouver Island Chapter Report**

The President of the Vancouver Island Chapter, Muriel Sitter, presented the report of the Vancouver Island Chapter (included in this annual report). Glenda Ouellette moved the acceptance of the report, seconded by Wes Chowen.

*Motion carried.*

### **President's Report**

Andrew Janzen, President, submitted his report on the year's activities (included in this annual report). John Dickinson moved the acceptance of the report, seconded by Ron Newcomb.

*Motion carried.*

### **Financial Report**

Mike Dakin, Secretary-Treasurer, presented the Financial Report including the financial statements submitted by the auditors (included in this annual report). Mike moved the acceptance of the report, seconded by Penny Harris.

*Motion carried.*

### **Approval of Acts of Directors**

It was moved by Mike Dakin, Secretary-Treasurer, that:

All acts, contracts, bylaws, proceedings, appointments, elections, and payments enacted, made, done or taken by the Governing Council, Officers and committees of this Institute since the date of the last annual meeting be hereby approved and confirmed.

Seconded by Hank Stevens.

*Motion carried.*

### **Election of New Officers and Directors**

In accordance with Article V, Section 5, Paragraph (a) of the Bylaws of The Insurance Institute of British Columbia the following is a listing of proposed Officers and Council Members for election:

#### ***Officers:***

President:	Graham Haigh, BA, FCIP, CAIB <i>Gore Mutual Insurance Company</i>
1st Vice President:	Shaun Sinclair, MBA, FCIP, CRM <i>Telus Communications Inc.</i>
2nd Vice President:	Mike Dakin, BA, CIP <i>Insurance Corporation of BC</i>
Secretary-Treasurer:	Wes M. Chowen, BA, CIP, CRM <i>McLarens Canada</i>
Past President:	Andrew Janzen, BComm, FCIP, FRM, CAIB <i>Mardon &amp; Campbell Insurance Brokers (White Rock)</i>

#### ***Council Members:***

Pierre Chavigny, CIP, CRM	<i>SCM Adjusters Canada Ltd.</i>
Helena Dolan, BMath, FCIP, CRM	<i>ING Insurance Co. of Canada</i>
Jasmine Kaila, BA, CIP	<i>Insurance Corporation of BC</i>
Monika Leukefeld, CIP, CAIB	<i>BFL Canada Insurance Services</i>
Jennifer Perry, CHRP CPM	<i>HUB International Insurance Brkrs.</i>
Drinda Ribeiro, BSc, FCIP, FRM, CIM	<i>Canadian Direct Insurance Inc.</i>

The duly elected President of the Vancouver Island Chapter of The Insurance Institute of BC

### **Representatives to the Governing Council of the Insurance Institute of Canada:**

Graham Haigh, BA, CIP, CAIB  
The duly elected President – Vancouver Island Chapter  
Shaun Sinclair, MBA, FCIP, CRM  
Andrew Janzen, BComm, FCIP, FRM, CAIB (Alternate)

The Report of the Nominating Committee was presented by Andrew Janzen on behalf of Carol Kuzyk, Past President and Chair of the Nominating Committee. John Dickinson moved the acceptance of the report, seconded by Glen Kalmar.

*Motion carried.*

### **Appointment of Auditors**

Wes Chowen, newly elected Secretary-Treasurer, moved that:

BDO Dunwoody LLP, Chartered Accounts & Consultants, be appointed auditors for the ensuing year at a fee to be determined.

Seconded by Hugh Lindsay.

*Motion carried.*

**Banking Resolution**

Wes Chownen, newly elected Secretary-Treasurer, moved that:

The President, 1st Vice President, 2nd Vice President, Secretary-Treasurer, and General Manager or any two of them be authorised to sign cheques and that any one of them shall make deposits with the bank and endorse cheques for deposit and receive all paid cheques and other debit vouchers and give receipts thereof

and

that the General Manager and any one other member of the Institute Staff sign all cheques and other negotiable instruments given under the bank act or other law authorising the giving of the same up to and including the amount of \$1,000.00, made, drawn, accepted, endorsed or executed in the name of the Institute.

Seconded by Glenda Ouellette.

*Motion carried.*

**Other Business**

There being no other business, the meeting was adjourned by Andrew Janzen at 4:40 pm.

Respectfully submitted,  
Mike Dakin, BA, CIP  
*Secretary-Treasurer*  
Insurance Institute of BC

**The Insurance Institute of  
British Columbia  
Financial Statements  
For the year ended March 31, 2008**

---

	<b>Contents</b>
<b>Auditors' Report</b>	<b>30</b>
<b>Financial Statements</b>	
Balance Sheet	<b>31</b>
Statement of Funds Invested in Capital Assets	<b>32</b>
Statement of General Fund	<b>32</b>
Statement of CIP Society Fund	<b>33</b>
Statement of Revenue and Expenditures	<b>34</b>
Summary of Significant Accounting Policies	<b>35</b>
Notes to Financial Statements	<b>37</b>



**BDO Dunwoody LLP**  
Chartered Accountants  
and Advisors

1 City Centre Drive Suite 1700  
Mississauga Ontario Canada L5B 1M2  
Telephone: (905) 270-7700  
Fax: (905) 270-7915  
Toll Free: 1-866-248-6660

[www.bdo.ca](http://www.bdo.ca)

---

## Auditors' Report

---

### To the Members of Insurance Institute of British Columbia

We have audited the balance sheet of The Insurance Institute of British Columbia as at March 31, 2008 and the statements of funds invested in capital assets, general fund, CIP Society Fund and revenue and expenditures for the year then ended. These financial statements are the responsibility of the Institute's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Institute as at March 31, 2008 and the results of its activities and cash flows for the year then ended in accordance with Canadian generally accepted accounting principles. As required by the Business Corporations Act of British Columbia, we report that, in our opinion, these principles have been applied on a basis consistent with that of the preceding year.

Chartered Accountants, Licensed Public Accountants

Mississauga, Ontario  
May 1, 2008

**BDO Dunwoody LLP is a Limited Liability Partnership registered in Ontario**

# The Insurance Institute of British Columbia

## Balance Sheet

March 31	2008	2007
<b>Assets</b>		
<b>Current</b>		
Cash	\$ 324,329	\$ 282,045
Accounts receivable – trade	17,513	6,274
– The Insurance Institute of Canada	10,324	3,599
Prepaid expenses	23,447	23,564
	375,613	315,482
<b>Capital assets (Note 2)</b>	<b>71,306</b>	<b>97,523</b>
	<b>\$ 446,919</b>	<b>\$ 413,005</b>

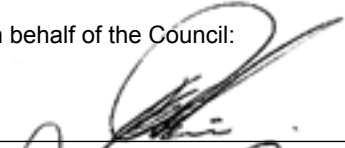

## Liabilities and Fund Balances

<b>Current</b>		
Accounts payable – trade	\$ 92,466	\$ 100,788
– The Insurance Institute of Canada	45,029	70,124
Deferred revenue	115,425	105,157
Due to The Insurance Institute of Canada	102,949	18,944
	355,869	295,013

## Fund Balances

<b>Awards Trust Fund (Note 1)</b>	10,744	11,469
<b>CIP Society Fund</b>	6,000	6,000
<b>Funds Invested in Capital Assets</b>	71,306	97,523
<b>General Fund</b>	3,000	3,000
	91,050	117,992
	<b>\$ 446,919</b>	<b>\$ 413,005</b>

On behalf of the Council:

 _____	Director
 _____	Director

The accompanying summary of significant accounting policies and notes are an integral part of these financial statements.



---

## The Insurance Institute of British Columbia

### Statement of Funds Invested in Capital Assets

<b>For the year ended March 31</b>	<b>2008</b>	<b>2007</b>
<b>Balance, beginning of year</b>	<b>\$ 97,523</b>	<b>\$ 94,267</b>
<b>Transfer (to) from General Fund</b>	<b>(5,000)</b>	<b>27,649</b>
<b>Amortization for the year</b>	<b>(21,217)</b>	<b>(24,393)</b>
<b>Balance, end of year</b>	<b>\$ 71,306</b>	<b>\$ 97,523</b>

### Statement of General Fund

<b>For the year ended March 31</b>	<b>2008</b>	<b>2007</b>
<b>Balance, beginning of year</b>	<b>\$ 3,000</b>	<b>\$ 3,000</b>
<b>Excess of revenue over expenditures for the year</b>	<b>95,926</b>	<b>43,604</b>
	<b>98,926</b>	<b>46,604</b>
<b>Transfer (to) from Funds Invested in Capital Assets</b>	<b>5,000</b>	<b>(27,649)</b>
<b>Transfer to The Insurance Institute of Canada</b>	<b>(100,926)</b>	<b>(15,955)</b>
<b>Balance, end of year</b>	<b>\$ 3,000</b>	<b>\$ 3,000</b>

The accompanying summary of significant accounting policies and notes are an integral part of these financial statements.



---

## The Insurance Institute of British Columbia

### Statement of CIP Society Fund

<b>For the year ended March 31</b>	<b>2008</b>	<b>2007</b>
<b>Balance, beginning of year</b>	<b>\$ 6,000</b>	<b>\$ 5,000</b>
<b>Revenue</b>	<b>56,695</b>	<b>64,408</b>
<b>Expenditures</b>	<b>(54,672)</b>	<b>(60,420)</b>
	<b>8,023</b>	<b>8,988</b>
<b>Transfer to The Insurance Institute of Canada</b>	<b>(2,023)</b>	<b>(2,988)</b>
<b>Balance, end of year</b>	<b>\$ 6,000</b>	<b>\$ 6,000</b>

The accompanying summary of significant accounting policies and notes are an integral part of these financial statements.



# The Insurance Institute of British Columbia

## Statement of Revenue and Expenditures

<b>For the year ended March 31</b>	<b>2008</b>	<b>2007</b>
<b>Revenue</b>		
CIP Program	\$ 395,972	\$ 350,224
Convocation	37,036	50,476
Interest	7,920	6,132
Maintenance contributions		
– Local	37,300	28,000
– The Insurance Institute of Canada	3,160	3,548
Membership fees	190,927	174,005
Donation – IIC	–	75,000
Supplementary Education Program	49,259	52,528
	<b>721,574</b>	<b>739,913</b>
<b>Expenditures</b>		
Advertising and promotions	26,268	38,593
Annual general meeting	4,057	3,606
Bank charges	12,012	9,203
CIP program	232,024	204,496
Committee	5,467	4,715
Computer maintenance	3,058	4,134
Convocation	29,337	39,807
Donation – BCIT	–	75,000
Equipment rental and maintenance	2,973	2,628
Insurance	4,876	4,806
Membership services	1,277	3,803
Office and general	8,269	11,234
Office rent	54,440	50,290
Printing and postage	11,794	13,377
Professional fees	5,800	6,500
Salaries and benefits	197,499	184,877
Supplementary education program	17,710	23,769
Travel	3,252	9,690
Telephone	5,535	5,781
	<b>625,648</b>	<b>696,309</b>
<b>Excess of revenue over expenditures for the year</b>	<b>\$ 95,926</b>	<b>\$ 43,604</b>

The accompanying summary of significant accounting policies and notes are an integral part of these financial statements.



---

# The Insurance Institute of British Columbia

## Summary of Significant Accounting Policies

March 31, 2008

---

### **Purpose of Organization**

The Institute is an incorporated non-profit organization that is dedicated to providing educational courses and resources to the insurance industry of British Columbia.

The organization is a non-profit organization and, as such, is exempt from income tax.

### **Basis of Accounting**

The Institute follows the deferral method of accounting for contributions. Revenues and expenses are recorded on the accrual basis, whereby they are reflected in the accounts in the year in which they have been earned and incurred, respectively, whether or not such transactions have been finally settled by the receipt or payment of cash.

### **Revenue Recognition**

Membership fee revenue is recognized over the term of the membership period. Course, seminar and other event revenues are recognized upon completion of the event. Other revenues are recognized upon provision of the goods or service. Donation revenue is recognized upon receipt. Grant revenue is recognized in the period to which it relates or as related specific expenses are incurred.

### **Capital Assets**

Capital assets are recorded at cost less accumulated amortization. Amortization based on the estimated useful life of the asset is charged directly to Funds Invested in Capital Assets as follows:

Computer equipment and software	–	4 years straight line basis
Furniture and fixtures	–	10 years straight line basis
Equipment	–	4 years straight line basis
Leasehold improvements	–	over the term of the lease on a straight line basis

### **Funds Invested in Capital Assets**

The Funds Invested in Capital Assets represents funds used for the acquisition of capital assets. All amortization of capital assets is charged directly to this fund.

---

# The Insurance Institute of British Columbia

## Summary of Significant Accounting Policies

March 31, 2008

---

### General Fund

The General Fund of the Institute is maintained at an amount of \$3,000 as agreed upon with The Insurance Institute of Canada. The balance of the General Fund over the above \$3,000 becomes payable to The Insurance Institute of Canada with the exception of additional agreed amounts appropriated to reserve accounts.

Any operating deficit is potentially recoverable from The Insurance Institute of Canada subject to review and approval by the Executive Finance Committee in accordance with the Provincial Institute Financing Guidelines.

### CIP Society Fund

The Insurance Institute of Canada's Executive Committee gave approval to the Institutes to establish a CIP Society Fund with the following criteria:

- 1) Any surplus generated by the CIP Society activities will be returned to the Insurance Institute of Canada (IIC).
- 2) Support for CIP Society activities is made through the partial redistribution of the transfer of surpluses generated by the CIP Society activities, as approved by IIC's Executive Committee. Payment to the Institutes is to be made in the form of an Agreed Maximum Retention.
- 3) The Agreed Maximum Retention by Institutes are as follows:
  - a) Agreed Maximum Retention amount of \$5,000 for each Institute.
  - b) Institutes with chapters may retain an additional maximum amount of \$1,000 per chapter.
- 4) If the Institute incurs an Operating Deficit in its CIP Society, it may apply to IIC's Executive Committee for consideration to retire the deficit and restore its Agreed Maximum Retention.

### Use of Estimates

The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from management's best estimates as additional information becomes available in the future.

---

# The Insurance Institute of British Columbia

## Summary of Significant Accounting Policies

March 31, 2008

---

### Financial Instruments

Unless otherwise noted, it is management's opinion that the institute is not exposed to significant interest, credit or currency rates associated with its financial instruments. The fair value of the Institute's financial instruments approximates their carrying values unless otherwise noted.

The Institute classifies its financial instruments into one of the following categories based on the purpose for which the asset was acquired. The Institute's accounting policy for each category is as follows:

#### Loans and Receivables

These assets are non-derivative financial assets, recognized at fair value, resulting from the delivery of cash or other assets by a lender to a borrower in return for a promise to repay on a specified date or dates, or on demand. They arise principally through the provision of services (accounts receivable), but also incorporate other types of contractual monetary assets.

#### Other financial liabilities

Other financial liabilities are recognized at fair value and include trade payables and other short-term monetary liabilities.

# The Insurance Institute of British Columbia

## Notes to Financial Statements

March 31, 2008

### 1. Awards Trust Fund

	2008	2007
Balance, beginning of year	\$ 11,469	\$ 11,469
Donations	–	2,550
	11,469	14,019
Distribution to students	(725)	\$ (2,550)
Balance, end of year	\$ 10,744	\$ 11,469
Represented by		
Cash	\$ 10,744	\$ 11,469

The Fund was established to accumulate revenue for the purpose of distributing awards to students in Insurance.

The Awards Trust Funds are included with the general bank account.

### 2. Capital Assets

	Accumulated Cost	Amortization	2008 Net Book Value	2007 Net Book Value
Computer equipment and software	\$ 32,284	\$ 27,963	\$ 4,321	\$ 6,396
Equipment	14,087	12,311	1,776	2,664
Furniture and fixtures	32,331	12,184	20,147	28,381
Leasehold improvements	96,351	51,289	45,062	60,082
	\$ 175,053	\$ 103,747	\$ 71,306	\$ 97,523

### 3. Commitment

The Institute has entered into an operating lease for its premises to March 31, 2012 with a renewal option. The minimum annual lease payments, including estimated operating costs, for the next four years are as follows:

2009	51,868
2010	51,868
2011	53,990
2012	53,990

The Institute has committed to acquire \$34,000 of capital assets during fiscal 2009.

### 4. Statement of Cash Flows

A statement of cash flows has not been provided since the sources and uses of cash are readily apparent from the information included in the financial statements.

### 5. Comparative Figures

The prior year comparative figures have been restated to conform to the current year's presentation.

## Instructors 2007-2008

---

Arnold Archer, BA, CFA, CFEI	RSA Insurance Co. of Canada
David Beatty, FCIP	Insurance Corporation of BC
Shawn Blennerhassett, CIP	Claimworks
Richard Darke, BComm, CIP	Barnescraig & Associates
Hans Doge, FCIP, CRM	HD Adjusters Ltd.
Martin Dunstan, FCIP	Insurance Corporation of BC
John Graves, BA, CIP, CSP	Insurance Corporation of BC
Jo-Anne Haun, CIP	Canadian Northern Shield
Carol Herron, CIP	Insurance Corporation of BC
Wayne Hickey, FCIP, CRM	Methanex Corporation
Ron Holmes, CIP	BCAA Insurance Corporation
Terri Johnson, BGS, FCIP	Gore Mutual Insurance Company
David Johnston, BA, FCIP, CRM	Insurance Corporation of BC
Kiejoon Kim, BA, CIP	City of Abbotsford
Carol Kuzyk, FCIP, CRM	—
Eric Laity, FCIP	Cardinal Claims Service
Todd Lamberton, CIP	Insurance Corporation of BC
Jeanie Lee, FCIP, CRM	Commonwealth Insurance Co.
Darlene McBride, FRM, CIP	Aviva Insurance Company
Kerry McLaughlin, CIP	Insurance Corporation of BC
Maurice McFadden, CIP	Insurance Corporation of BC
Neil Nason, C. Tech, CIP, CRM	ING Insurance Co. of Canada
Rick Pickens, FCIP, CRM	City of Vancouver
C. David Porter, FCIP, CRM	Advance Claims Service Ltd.
David Predeaux, CIP	Insurance Corporation of BC
Vince Pritchard, FCIP	—
Tim Provenzano, BGS, CIP, CSP	Insurance Corporation of BC
Drinda Ribeiro, BSc, FCIP, FRM, CIM	Canadian Direct Insurance Inc.
Dale Rogoza, CIP, CRM	Kernaghan Adjusters Ltd.
Vicki Rowan, CIP	ING Insurance Co. of Canada
Muriel Sitter, CIP, CRM, CAIB	Coast Capital Insurance Services
Jennifer Smith, CIP	—
Shaun Sinclair, MBA, FCIP, CRM	Telus Communications Inc.
Dennis Summerhayes, CIP, CRM	Excel Adjustco Inc.
Rose Tomlinson, CIP	Insurance Corporation of BC
Mike Valiquette, MBA, FCIP	Coastal Insurance Services Inc.
Monica Woldring, CIP, CAIB, CCIB (BC)	Policy Works Inc.

## Past Presidents

---

Adam McBride.....	1947 - 1948
J.F. Parrott, FIIC .....	1948 - 1950
H.W. Winter, FIIC .....	1950 - 1952
William G. Stott, FIIC .....	1952 - 1954
F. LeCouteur .....	1954 - 1955
George Bower, FIIC .....	1955 - 1957
Percy H. Turner, AIIC .....	1957 - 1959
C. Anthony de Cosson, AIIC .....	1959 - 1961
A.E. Warrick, FIIC .....	1961 - 1963
Colin Smith, FCIS, FCII .....	1963 - 1965
Peter Sloman, FCIP, AIIA .....	1965 - 1967
J. Edward Lewis, AIIC .....	1967 - 1969
A.H.B. Wotherspoon, FIIC .....	1969 - 1970
John A. Bell.....	1970 - 1971
Frederick Ferries .....	1971 - 1972
James W. Phelps, FIIC .....	1972 - 1973
John T. Hoyle, FCIP .....	1973 - 1974
James C.T. McLean, B.Comm., CIP .....	1974 - 1975
Harold Duggan, FCIP .....	1975 - 1976
John Berg, B.Sc., FCIP .....	1976 - 1977
Bernard P. Hanby, CIP .....	1977 - 1978
Peter G. Westlake, FIIC .....	1978 - 1979
Ronald E. Newcomb, CIP .....	1979 - 1980
Barrie E.G. Bate, FIIC .....	1980 - 1981
T. Michael Porter, FCIP .....	1981 - 1982
Robert J. Jones, FCIP .....	1982 - 1983
Glen Kalmar, FCIP, ARM .....	1983 - 1984
David R. Holbrook, FCIP .....	1984 - 1985
Hugh Lindsay, FCA, CIP .....	1985 - 1986
Larry McCombe, AIIC.....	1986 - 1987
Michael Lofting, CIP .....	1987 - 1988
W. Ian Thompson, B.Sc., FCIP .....	1988 - 1990
Henry Siinema, MA, AIIC .....	1990 - 1991
Philip J. Neame, FCIP .....	1991 - 1992
Alan Brunskill, CIP .....	1992 - 1993
Henry (Hank) Stevens, FCIP .....	1993 - 1994
John Reid, FIIC, CRM .....	1994 - 1995
Tia Chisholm, FCIP, CRM .....	1995 - 1996
David R. Sheppard, BA, CIP .....	1996 - 1997

Bruce G. McLachlan, CIP .....	1997 - 1998
Terri Johnson, BGS, FCIP .....	1998 - 1999
Patti Kernaghan, FCIP, CRM .....	1999 - 2000
Bruce MacDonald, MBA, FCIP, CRM.....	2000 - 2001
C. David Porter, FCIP, CRM .....	2001 - 2002
Glenda Ouellette, BA, MBA, FCIP .....	2002 - 2003
Debbie Ferguson, FCIP, CCIB, CRM .....	2003 - 2004
Phil Cunningham, BA (Hons), CIP, PgDip .....	2004 - 2005
John Dickinson, BA, FCIP.....	2005 - 2006
Carol Kuzyk, FCIP, CRM .....	2006 - 2007

## Foundation Fellows

---

### Foundation Fellows – 1954

Bower, G.	Christie, J.D.
Dickson, S.	Hann, F.M.
Hodge, G.C.	MacDonald, D.
Parrott, J.F.	Platt, A.H.
Stott, W.G.	Westgate, O.
Winter, H.W.	

### Foundation Associates – 1954

Atkinson, M.A.	Baird, P.
Bale, E.G.	de Cossen, C.A.
Hortin, R.E.	Kemble, E.L.
King, H.D.	Lanyon, W.P.
Meredith, G.M.	Nightingale, G.
Partridge, Wm.	Silva-White, R.S.
Warkman, T.W.	Wood, C.E.

### Honorary Life Members

Bate, Barrie E.G., FIIC	Blascheck, Dudley, AIIC
Brown, Herbert P.R.	Clayton, John C.
Cleland, James G.	Lefever, Charles E.
Leigh, Robert B., FIIC	Naylor, John R.
Norminton, J.A.	Parsons, George
Rolston, Robert C.	Tunncliffe, Gordon L., FIIC
Turner, George R.	Warrick, A.E., FIIC
Wickham, Bert, FIIC, CLU	

# **Insurance Institute of BC Maintenance Fund Donors 2007-2008**

---

*BCAA Insurance Corporation*  
*BFL Canada Insurance Services Inc.*  
*Canadian Direct Insurance*  
*Cunningham Lindsey*  
*Dolphin Insurance Services*  
*Family Insurance Solutions Inc.*  
*Insurance Corporation of British Columbia*  
*King Thomas & Associates*  
*McLarens Canada*  
*Murrick Insurance Services*  
*Newcombe Insurance Agencies*  
*Oakwest Insurance Agencies*  
*Pacific Rim Agencies Ltd.*  
*Park Insurance Agency Ltd.*  
*Pat Anderson Agencies*  
*Payne, Travis and Associates*  
*Reliance Insurance Agencies*  
*Squamish Insurance Agencies*  
*Vinasafe Insurance Services*  
*Westland Insurance*  
*Wylie-Crump Limited*

## ***Classroom Sponsor***

*Lindsay Kenney LLP*

# Insurance Institute of BC Convocation Sponsors 2007

---

## *Vancouver Convocation*

*Aon Reed Stenhouse Inc.*

*Advance Claims Service Ltd.*

*Canadian Northern Shield Insurance Company*

*The Economical Insurance Group*

*Family Insurance Solutions Inc.*

*The Honorable Order of the Blue Goose*

*Hub International TOS Ltd.*

*ING Insurance Company of Canada*

*Insurance Corporation of British Columbia*

*Jardine Lloyd Thompson Canada Inc.*

*Kernaghan Adjusters Ltd.*

*Lombard Canada Ltd.*

*Travelers*

*Westland Insurance*

***Victoria Convocation***

*Aon Reed Stenhouse*

*Associated Island Adjusters*

*Aviva Insurance Company of Canada*

*Axa Pacific Insurance Company*

*Belfor Restoration Services*

*Brown Bros. Agencies Ltd.*

*Canadian Northern Shield Insurance Company*

*Capital Auto Glass & Upholstery*

*Carfra & Lawton*

*Coast Capital Insurance Services Ltd.*

*Coast Claims Service Ltd.*

*Crawford Adjusters Canada*

*Dolden Wallace Folick LLP*

*Downs Construction Ltd.*

*Excel Adjustco Inc.*

*Future Shop (ReClaim)*

*Harbord Insurance Services*

*Insurance Corporation of British Columbia*

*ING Insurance Company of Canada*

*Kernaghan Adjusters*

*Megson Fitzpatrick Inc.*

*Restoration Services*

*Wesley Maier Goldsmiths*







## **Insurance Institute**

### **Insurance Institute of British Columbia**

800 West Pender Street, Suite 1110

Vancouver, BC V6C 2V6

Tel: (604) 681-5491

Fax: (604) 681-5479

Toll Free: 1-888-681-5491

Web: [www.iibc.org](http://www.iibc.org)