

Regional Masterclass Newry

The Insurance Institute of
Northern Ireland



Lara Morgan



Roisin Harper

Date: Friday 2nd December 2016

Time: 9.00am – 11.15am

Venue: Canal Court Hotel, Merchants Quay, Newry, BT35 8HF

Soft Skills Topic: Selling in any Context
Lara Morgan

Insurance Topic: Vicarious Liability & General Litigation Update
Roisin Harper

CPD: 2 structured CPD hours

Cost: £20+vat (Breakfast and Networking Included)

Booking: insurancenewry.eventbrite.co.uk

Information: Visit www.podiem.com/iininewry
or call 028 9076 1030

Professional (top up your technical knowledge and industry awareness)

Personal (enhance the 'soft' and 'business' skills crucial to your success)

Performance (be inspired to improve and grow)

Profit (strengthen your firm and your bottom line)

Positivity (grow your network and be proud of your industry)

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Information & Booking Details:

- Tickets can be purchased online with credit/debit card by visiting insurancenewry.eventbrite.co.uk
- Attendees will receive printed CPD Certificates
- Breakfast and networking is included
- This regional event is not part of the IINI Premium Masterclass series – tickets for this regional event must be purchased separately

Masterclass *Speakers*



Lara Morgan

Lara is an internationally-renowned speaker and best-selling business author. She started her first company, Pacific Direct Ltd (which manufactured and sold brand licensed toiletries and amenities to the hotel industry), at the age of 23. Seventeen years later, she sold her majority share (99%) for the sum of £20million. Lara taught herself the art of sales at the age of 18 and believes this has been the foundation of her success in business. Lara contends that the ability to sell is crucial in any and every context, regardless of whether you are customer facing or not. Within this presentation she will outline the skills, techniques and tactics required for successful selling.



Roisin Harper

Roisin is part of McKinty and Wright's award-winning Defendant Litigation Team, listed in Chambers as one of the leading teams in Northern Ireland, ranked Band 1 for Personal Injury Defence work. Public liability, occupier's liability and employer's liability claims faced by retailers and businesses are particular areas of interest for Roisin and she will be examining the impact of recent judgments from both the UK and Irish Supreme Courts in relation to employer's liability claims, followed by an update on a cross-section of recent judgments relevant to insurers and claims handlers operating in NI and ROI.

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Masterclass Running Order:

- 9.00am** Registration, Light Breakfast and Networking
- 9.15am** IINI President: Welcome & Opening Remarks
- 9.20am** Lara Morgan: Selling in any Context
- 9.55am** Q&A
- 10.00am** Coffee Break
- 10.15am** Roisin Harper: Vicarious Liability & General Litigation Update
- 11.00am** Q&A, Closing Remarks & Informal Networking
- 11.15am** Close