

The Insurance Institute of  
**Manchester**



# **The Insurance Institute of Manchester Annual Report for the year 2016 – 2017**



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## Programme

- President's address
- AGM
- Handing over Chairs of Office (presentation of badges)
- New President's address
- Refreshments
- CPD seminar : Driverless Cars with speaker Matthew Paterson



One hour of continuing professional development can be claimed for this event if relevant to your learning and development needs

## General information

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M1 3DZ

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## 141st Annual General Meeting of the Insurance Institute of Manchester 2017

This year's AGM will be held at the **St James Club, Spring Gardens Manchester, M2 2BG** on **Thursday 27<sup>th</sup> April 2017** at **12:00 noon**; we propose a brief AGM which will be held prior to the CPD Meeting at **12:30pm** Registration and refreshments from **11.45am**.

All Council nominations are listed below and will be approved at the AGM. Please contact the office 14 days prior to the AGM if you would like to make an objection(s) to any of the points or to request a copy of the 2016 minutes. These are also available to view on the IIM website at **www.cii.co.uk/manchester**

The existing Council recommends that members vote in favour of all the resolutions being proposed at the AGM, which they consider to be in the best interests of the institute as a whole.

**NOTICE** is hereby given that the AGM of the Insurance Institute of Manchester will be held for the following purposes:

1. The proposed President of the Institute for 2017/2018 is **Stephen Bridge** of Zurich
2. The proposed Deputy President of the Institute for 2017/2018 is **Suchit Desai** of Allianz UK
3. To receive and adopt the Treasurer's Report and Accounts for 2016
4. To receive and adopt the Annual Report of Council for 2016/2017
5. To elect the following Vice-Presidents for the session 2017/2018  
**Under rule 11a):** Martin Jackson, Fintan Griffin, Katie Jackson  
**Under rule 11b):** K Shenton, S Hodgkin, M Cranny, S Hodgkin, N Erwin
6. To elect the following ex-officio members of the Council for the session 2017/2018  
**Secretary:** Jordan Haskayne, Allianz  
**Treasurer:** Eleanor Moore, C & C Insurance Brokers Ltd  
**Education Secretary:** Victoria Myers, Ecclesiastical Insurance  
  
**Committee Chairperson(s) & Representatives:**  
**Events:** Natasha Johnstone, AIG and Caroline Griffiths-Davies, DUAL Corporate Risks Limited  
**CPD:** Marc Hargreaves, Ageas Insurance Limited  
**Development:** Brad Jackson, Catalyst Claims  
**Governance:** Martin Jackson, McParland Finn Ltd  
**Dinner Secretary:** Stacey Sheridan, Broker Network  
**CII Council Rep:** Stuart Frost, LV=  
**Constitution Officer:** Mike Cranny, Create Solutions Ltd
7. To elect the following Council members for the session 2017/2018  
Stephen Lowe, Paul Heathcote, Barry Thompson, Natasha Miotk, Dina Railen
8. To appoint Warburton & Co Accountants for the session 2016/2017
9. Appoint a Charities Representative: Martin Jackson, McParland Finn Ltd

## Local Institute Council and Officers 2016

<b>President:</b>	Katie Jackson ACII
<b>Deputy President:</b>	Stephen Bridge ACII
<b>Vice Presidents 11a:</b>	Martin Jackson Barry Thompson CII Cert PFS Fintan Griffin ACII
<b>Secretary:</b>	Laura Sewell ACII
<b>Treasurer:</b>	Eleanor Moore Cert CII
<b>Education Secretary:</b>	David Gillan ACII ACILA
<b>CPD Committee Chair:</b>	Marc Hargreaves ACII
<b>Dinner Secretary:</b>	Stacey Sheridan
<b>Events Committee Co-Chairs</b>	Natasha Johnstone & Caroline Griffiths-Davies
<b>CII Representative:</b>	Mike Cranny FCII
<b>North West Region Representative:</b>	Mike Cranny FCII
<b>Charities Representative:</b>	Martin Jackson
<b>Liaison Officer:</b>	Karen Cartridge Dip CII
<b>Elected Members April 2015:</b>	Karen Cartridge Dip CII Norrie Erwin Paul Heathcote ACII Stephen Lowe Barry Thompson CII Cert PFS Kathy Williams Hannah Ebbitt Nigel Bailey Stuart Frost Victoria Myers BSc (Hons) DIP CII
<b>Other officers:</b>	
<b>Vice Presidents 11b:</b>	Karen Cartridge Dip CII Mike Cranny FCII Simon Hodgkin Norrie Erwin



## President's Annual Review 2016

It is difficult to believe that a year has passed since the last AGM, as my time as IIM President seems to have passed very quickly. We are a busy, thriving institute that provides a variety of events to its members and I've had a thoroughly enjoyable year participating in all of these.

We are a strong, pro-active institute at Manchester and made up of some incredibly hardworking individuals who keep finding new, innovative ways to interact with its members. I have been really proud to lead them this year and hope that I have encouraged more people to become involved with the Institute.

My key goals as President were to keep providing a varied & relevant CPD programme and to also offer a Fast Track ACII course to give members the opportunity to progress from Diploma level to Advanced Diploma within 2 years.

The CPD committee continue to run an excellent programme of lectures throughout the year, with us offering a huge amount of learning opportunities to members.

The Fast Track ACII course was launched in January, with the first module completed already. The second module is due to start in May and whilst the course is at the early stages, this has been a tremendous success so far with very positive feedback from those involved. I will personally keep involved in this until its conclusion next year as I want to ensure it will be a success.

The annual Style in the City fashion show was held at The Midland Hotel and was a great day once again. The Manchester Institute Dinner was another fantastic event and held at the newly refurbished Principal hotel. A variety of other social, sporting and networking days and nights continue to be ran, offering members the opportunity to create contacts, make friends and enjoy being part of the Manchester market. The committees which organise these events spend a lot of their own personal time making sure they run seamlessly and my thanks goes to them.

The Gibraltar Insurance Institute and the IIM get a lot of mutual benefits from our twinning programme, which continues. One of the year's highlights was a trip there to attend their annual dinner and to participate in a local charity run. It was great to have support from Victoria Myers and Karen Shenton from the IIM council and between us we were able to form two teams to help with their fund raising efforts.

Over the year I have had tremendous support from my employers Bollington Insurance Brokers, who sponsored the annual dinner and attended many other events. In addition I have been well supported by Sandra McDonald in the IIM office, Steve Bridge as my deputy and all of the other committee heads and my thanks goes to you all.

I wish Steve Bridge the best of luck for his year in office and hope he enjoys it as much as I did.

**Katie Jackson ACII**  
**President of the Insurance Institute of Manchester 2016 -17**



## Secretary's Report

*The purpose of the annual secretary's report is to provide a summary of the activities carried out by the Insurance Institute of Manchester during the last 12 months and to highlight what has been achieved by the various committees.*

The primary functions of the IIM are to ensure its members can access a variety of CPD lectures, be able to take their insurance exams in a professional city centre venue, and to host an annual dinner. All these things are delivered along with so much more and this is a credit to all those who volunteer their time on a committee.

David Gillian has chaired the Education Committee for the last twelve months. David and the committee have worked hard to organise the twice-yearly examination sessions. From finding easily accessible city centre venues to ensuring the examinations on the day run smoothly, the committee work tirelessly to assist all of our members in their career progression. Manchester continues to produce excellent examination results with individuals rewarded in our annual Jubilee Prize Award ceremony. The committee should be proud of their hard work and a note of special thanks goes to David Gillian who is stepping down as chair following a successful year.

Marc Hargreaves has also enjoyed a triumphant first term as chair of CPD Committee. Throughout the year, the CPD Committee have worked in partnership with the Manchester Liability Society, led by John Lindsay, to deliver a programme of industry relevant lectures. From the 'Flood Masterclass' to the 'Effect of BREXIT' lecture, the team have worked hard to produce over 30 hours of structured CPD learning. A lot of time and effort is put into organising each event and every CPD committee member should be proud of all they have achieved.

In January 2017, the revolutionary Fast Track ACII Programme was launched to help 12 successful candidates achieve their Advanced Diploma (ACII) qualification in 2 years. In collaboration with the Insurance Training Partnership (ITP), the IIM have organised for the candidates to undertake 15 full days of workshops which will cover 5 core areas of the ACII syllabus. The Fast Track ACII Programme is a wonderful first for the IIM and special thanks goes to Katie Jackson for all her hard work to ensure it all goes to plan.

The New Class programme of 2015-2016 was a wonderful success and something both Stephen Bridge and the Development Committee should be incredibly proud of. The Committee organised and delivered tailored training sessions for 14 young individuals with fewer than five years' experience in the industry. At the end of the programme the members embarked on a tour of Lloyd's of London, followed by a trip to the Sky Garden. Following the programme, several members have now joined a range of committees to continue their involvement with the Institute. As the New Class is relaunched for 2016-2017 a note of special thanks goes to Stephen Bridge who is stepping down as chair of the Development Committee in order to take up his new role as President and we welcome Brad Jackson into the seat.

The annual institute dinner was held at the Principal hotel back in November. The Moulin Rouge themed evening was a shining success, with entertainment from both comedian John Thomson and singer Georgia Holland. In addition to all the celebrations, a substantial amount of money was raised towards the IIM's chosen charities. A special mention must go to Stacy Sheridan whose commitment and dedication to organising the evening made it all possible.

The Events Committee have also had a wonderful twelve months hosting a number of successful activities. The committee, led by both Natasha Johnstone and Caroline Griffiths-Davies, have worked hard to organise activities which engage both existing and new members alike. From quiz nights to movie nights, there has been an event for everyone to attend.

One of the highlights of the year was the Style in the City event hosted in the Midland Hotel. Guests from the insurance and financial services industry joined Brutus Gold's Love Train to dance the day away. The 1970's event was a huge success with a substantial amount of money raised for local charities. Special thanks have to go to the members of this additional committee for their hard work and considerable fundraising efforts.

Finally, a note of special thanks goes to my predecessor Laura Sewell who had to step down from her role as Secretary after being placed on secondment. Laura had dedicated a lot of her time and effort to both the Council and the CPD Committee and I wish her all the best as she takes on her role in Guildford. I would also like to extend my thanks to both Karen Fothergill, in the institute office and Sandra McDonald, the Regional Membership Manager, for their continued help and support in settling into my new role.

**Jordan Haskayne Cert CII**  
**Secretary**

## Council Members with Special Responsibilities

### **Stuart Frost: National CII Representative and North West Region Committee**

This is a forum for discussion prior to the Representative Council Meetings. The Representative Council comprises delegates representing “constituencies” which are made up of more than one local institute.

### **Fintan Griffin: Liaison Officer**

In conjunction with the President and all other council members, to co-ordinate and actively encourage companies to become involved with the institute.

### **Martin Jackson: Charities Representative**

In conjunction with The Insurance Charities, to co-ordinate matters specifically relating to charities.

### **Stacey Sheridan: Dinner Secretary**

In conjunction with the President and Deputy President, to co-ordinate all matters specifically relating to the institute’s annual dinner.



## CII Council Representative Report

Local Institute members require a representative of their local institute to represent them at a national level to ensure that the interests of both their local institute, and they themselves, are protected. Hence we on the representatives council meet regularly with the national institute to both learn of new developments and advise/challenge on behalf of the Insurance Institute of Manchester if these developments conflict or compliment with local initiatives.

Council member are elected by the institutes they represent. It meets three times a year in Aldermanbury to hear reports from the Board of the CII and discuss issues raised local institutes. I am the current “rep” for North West B which is the Manchester and Bolton institutes.

## North West Regional Committee Report

I became the council representative in late 2016, North West B, representing both Manchester and Bolton, and attended my first meeting in December of that year.

By attending I have learnt that Manchester is an exceptionally well run institute, and that at a national level a huge amount of work goes in to ensuring that the Institute nationally is also well run, well governed and of the huge amount of work that is undertaken to ensure this continues.

A report of the meeting is fed back to council at each subsequent council meeting and included in the minutes of such, allowing the incumbent president to challenge directly with national president should it be required.

**Stuart Frost**  
**North West Region Representative**



## Liaison Officer's Report

Whilst we are lucky in Manchester to have very supportive council and committee members we are always on the lookout for new people to get involved.

This is where the liaison role is invaluable. Following on from the great work that Karen Shenton had previously done it is important that we continue to engage with employers and individuals members in our area that feel they have something to contribute to their local institute.

An informal coffee meeting can help us to identify what the person is looking to achieve and where their potential skill set lies. I am pleased that in recent months I have been able to introduce new blood to the Education, Events and CPD Committees.

I would also encourage our chairs of Committees to review who they have listed as committee members. We are all busy people and if somebody is no longer contributing for whatever reason they may be best to stand down allowing some space for new people to contribute with fresh ideas and enthusiasm. This freshness has long been seen as the main reason why Manchester continues to be a vibrant institute and long may it continue!

Thanks to Katie for a fantastic year as president and best wishes to Stephen and Suchit for the year ahead.

**Fintan Griffin ACII**  
**Liaison Officer**



## Charities Representative's Report

**Thank you** to everybody who has helped in raising either funds or the profile of The Insurance Charities over the last twelve months.

The Insurance Charities is the charity for the UK and Irish insurance profession, providing support for current and former insurance employees and their dependants since 1902. They give over £1 million of help each year to insurance people in need.

Manchester is one of the larger regions and therefore it does take a lot of effort to raise the level of awareness of this important part of the institute's work. Please remember that to qualify, a recipient needs to have worked for five years in insurance and be in need of financial assistance. An applicant does not need to be a CII member to apply for help.

Alternatively, there is a wealth of information on the website [www.theinsurancecharities.org.uk](http://www.theinsurancecharities.org.uk) where you can find out more about the charities and the work they do as well how you can get involved.

This year's Insurance Charities Awareness Week is taking place between 19-23 June 2017. It would be fantastic if as many insurance employers in Manchester regardless of size could get involved.

Feel free to contact me through the institute office if you are aware of any such person who might benefit from the charities help or if you would like more information about the Insurance Charities Awareness Week.

**Martin Jackson**  
**Insurance Charities Representative**



## Dinner Secretary's Report

The 2016 annual dinner was held on Friday 11<sup>th</sup> November at The Palace Hotel. It was well attended with around 580 guests from our industry but this is a slight decline on 2015 but still a very good number of attendees. Our main sponsors for the evening were Bollingtons Insurance Brokers.

We kept the room layout from the previous few years as we all felt the president's table being in the middle of the room works best.

We also used Stephen Sanders the toastmaster; this was decided not only to keep with tradition but to ensure the night ran smoothly.

The entertainment for the dinner was John Thomson who went down very well and great feedback was received on the evening and after the event. We also had dancers to fit in with our Parisian theme and a singer in the bar for the evening.

Our technical package was once again provided by Sterling AV who did a fantastic job. We also worked with Julie at Jelli studio who provided all of the table linen and additional props and decoration for the evening, along with a photo booth.

£5 from each ticket sold went to The Insurance Charities and envelopes were provided on the each table to raise money for the President's charities. The profit from the evening will go back into our local institute to assist with the running of events and lectures throughout the year for our members. We are also grateful to all of our sponsors and the companies that donated prizes for our raffle on the evening.

The event could not have happened without the amazing help and support from Sandra and the IIM office, as always I am very grateful for their help and support.

**Stacey Sheridan**  
**Dinner Secretary**

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### Institute committees:

- Finance
- Education
- Continuing Professional Development (CPD)
- Development
- Events



## **Treasurer's Report**

### **Financial Period 1<sup>st</sup> January 2015 to 31<sup>st</sup> December 2015**

2016 has seen the Institute provide another full year of CPD events and social activities and with the introduction of the Fast Track ACII programme, the investment in the members has markedly increased. CPD continue to generate sponsorship and the events break-even at a minimum and often make a surplus.

The institute were able to reward the Jubilee Prize winners and the graduate of The New Class with a visit to Lloyds, which fell within their respective budgets.

An internal review of spending in 2016 was carried out in January 2017 and, whilst some procedural changes were implemented, there were no issues with the levels of spending or the use of the Institute income and reserves.

The total income for the 2016 financial period was £185,120 and a slight loss of £701 was made. This was agreed by the council at the beginning of the year as we have reserves in the bank, which can be used to benefit the members.

The Insurance Institute of Manchester have once again been able to support The Insurance Charities and the president's chosen charity, The Care Leavers' Foundation.

As per the attached financial statements prepared with the assistance of Warburton & Co Ltd, I am happy to report that the Insurance Institute of Manchester continues to be in a comfortable position for the year ending 2016.

**Eleanor Moore Cert CII**  
**Treasurer**

**Committee members:** Martin Jackson, Barry Thompson, Tracy Norton, Mike Cranny, Fintan Griffin, Katie Jackson

## **Accountant's Report to The Insurance Institute of Manchester**

We have examined the books, accounts and documents presented to us of Insurance Institute of Manchester for the year ended 31st December 2016 and confirm the annexed Balance Sheet and Income and Expenditure account are in accordance therewith.

Warburton & Co Ltd  
806 Hyde Road  
Gorton  
Manchester  
M18 7JD

**21st April 2016**

## Balance sheet as of 31st December 2016

	2016 £	2015 £
<b>Current assets</b>		
Debtors	7,070	5,559
Cash at bank and in hand	68,884	81,293
	<b>75,954</b>	<b>86,852</b>
<b>Current liabilities</b>		
Trade creditors and accruals	(12,585)	(22,782)
	<b>(12,585)</b>	<b>(22,782)</b>
<b>Net current assets</b>	<b>63,369</b>	<b>64,070</b>
<b>Total assets less current liabilities</b>	<b>63,369</b>	<b>64,070</b>
<b>Net assets</b>	<b>63,369</b>	<b>64,070</b>
<b>Capital account</b>		
Balance at start of period	64,070	57,319
Net loss	(701)	6,751
	<b>63,369</b>	<b>64,070</b>

## Trading and Profit and Loss Account for the year ended 31st December 2016

	2016 £	2015 £
<b>Turnover</b>		
General Grant	61,712	53,136
CPD Income	9,495	9,500
Function , Event & Sponsorship	110,913	116,594
Sponsorship	3,000	2,550
	<b>185,120</b>	<b>181,780</b>
<b>Cost of Sales</b>		
Education & CPD	31,574	20,526
Function & Events	95,010	107,940
Other Charities	9,916	12,381
	<b>(136,500)</b>	<b>(140,847)</b>
<b>Gross Profit</b>	<b>48,620</b>	<b>40,933</b>
<b>Administrative Expenses</b>		
Accountancy Fees	900	986
Rent	9,623	-
Premises Costs	13,767	14,569
Insurance	1,799	3,845
Printing & Postage	161	715
Telephone	444	455
Stationery	4,546	4,388
Travel , Hotels & Entertainment	11,552	5,463
Repairs & Cleaning	92	327
Office Refreshments	2,291	1,497
Sundry Expenses	222	144
Web Site Design and I. T. Costs	857	288
Legal & Professional	35	35
Advertising & Marketing	2,190	530
Staff & Council Members Training	810	908
Bank Fees	32	32
	<b>(49,321)</b>	<b>(34,182)</b>
<b>Loss for the Financial Year</b>	<b>(701)</b>	<b>6,751</b>

Treasurer:

*Emma*



## Education Secretary's Report

The Education Committee has continued to evolve and grow over the last 12 months and is currently 11 strong with the current members of the committee being Victoria Myers, Ruhel Miah, Jenny To, Stephanie Wood, Brad Jackson, Mark Farrant, Ewart Hodge, Stephen Lowe, Paul Heathcote and Peter Howard all of whom have diligently helped to deliver the committee's objectives.

I can confirm that the exams were successfully delivered at a new venue, the Britannia Hotel at Portland Street, which has proved to be a very good and central venue. Ruhel Miah has had responsibility for the delivery of the exams and I would like to thank him for all of his efforts. Jenny To will be taking over responsibility and I am certain she will do a great job. In addition, I would also like to thank our invigilators as without their support the exams could not happen.

Our annual Jubilee Prize Awards took place in May 2016 at The Rain Bar and this was well supported and an excellent afternoon was had by all. The prizes reflect outstanding performance in the CII examinations by IIM members. Once again we were delighted and honoured to have the Lord Mayor present the awards. Congratulations to the winners of the 2016 prizes and thanks again to the sponsors for their support:

Award	Winner	Sponsor
Best Cert CII performance	Denise Davey	Buckland Harvester
Insurance Law	Ewart Hodge	ITP
Insurance Broking Law	Sam Goodey	Bridge Insurance
Claims Practice	Sarah Cook	Cunningham Lindsey
Insurance Business and Finance	Laura Lees	Reich Insurance Brokers
Liability Insurances	Mario D'Addona	MFL
Underwriting Practice	Barry Catherall	Arista/Fusion
Commercial Property and Business Interruption	Andrew Smith	Chubb
Best Dip CII performance	Jonathan Guy	Ecclesiastical
Advanced Claims	Craig Wood	MCA
Advanced Underwriting	Guy Bickerstaff	Allianz
Youngest ACII completion	Penelope Clarke	Aviva
Best ACII completion	Andrew Howard	CDL

Victoria Myers and Paul Heathcote were responsible for organising the 2016 event and are joined by Mark Farrant in organising the forthcoming 2017 Jubilee Prize Awards which will take place at the Cheetham School of Music on Thursday 25<sup>th</sup> May. This will be a breakfast session at what is a fantastic venue. Many thanks to Vicky, Paul and Mark for their efforts in pulling this together.

The committee continues to promote the Manchester insurance market and insurance in general through assisting with careers fairs, delivering talks and Discover Risk sessions and building relationships with local schools and colleges. Several events have been supported and we hope to progress further over the next year. In particular, Brad Jackson is working with Stockport College to develop closer ties and we are hopeful that this will be a mutually beneficial relationship.

The committee is also looking at how it can encourage and facilitate more apprenticeship schemes in the Manchester insurance market and our efforts in this regard have been led by Will Glead.

Finally, having served a two year term it was time to hand over the reigns and I am delighted to confirm that Victoria Myers will take over as Education Secretary for 2017. Victoria has been a great support to me over my term and I have every confidence that she will take the committee forward and will do a fantastic job.

**David Gillan ACII ACILA**  
Education Secretary

**Committee members:** Ruhel Miah, Stephen Lowe, Peter Howard, Brad Jackson, Victoria Myers, Jenny To, Will Glead, Paul Heathcote, Stephanie Wood, Mark Farrant, Ewart Hodge



## CPD Committee Report

During 2016 the CPD committee and the Manchester Liability Society have jointly ran a series of successful lectures. We have had over 130 hours CPD this year.

The topics covered are varied to try and meet as members needs as possible. Topics this year have been as diverse as ever; from Presentation Skills to more technical subjects such as The Insurance Act. The liability society continues to provide vital updates to members through sessions on drone liability, employment practice liability and occupier's liability to name a few.

We held two master classes this year; Rebuilding from Adversity – a look back over the insurance implications of the 1996 IRA Attack on Manchester and The Flood Master class - which was particularly well attended, with excellent speakers bringing a broad range of view to this significant aspect of our industry.

CPD lectures are delivered free of charge to members and, as a CII accredited CPD provider, all the hours count towards structured CPD if relevant to learning needs. We have had a real broad spectrum of speakers this year, many of whom have given their time at no cost to members. We thank them all for the contributions to our Institute Members professional development.

Other key pieces of CPD this year have been revision sessions for some of the cornerstone exams of both the CII and PFS exam syllabi. M05, M92, R08 and AF3 have all been fully booked out, helping our members achieve their qualifications.

In this vein, we have launched the UK's first Fast Track ACII programme in tandem with ITP. Twelve CII members will be put through their paces in order to complete 5 ACII subjects in 2 years. Initial responses from both students and tutors are overwhelmingly positive and we look forward to seeing our participants complete their ACII towards the end of next year

We have had a few changes on the committee during 16/17 and I would like to thank all members new, current and previous for their contributions. Particularly I would like to thank the Institute office staff for their invaluable help. As always, a big thanks to John Lindsay and the Manchester Liability Society for continued excellence in quality speakers and high attendances at their lunchtime sessions.

On a personal note it has been my pleasure to chair CPD this year and look forward to an exciting 2017/18 season ahead. As ever, a CPD programme is as useful as you need it to be – any suggestions for topics are always welcomed.

**Marc Hargreaves ACII**  
**CPD Committee Chair**

**Committee members:** Katie Jackson, Fintan Griffin, Lynn Wigfield, John Lindsay, Marc Hargreaves, Martin Jackson, Vicky Gregg, Stephen Lowe, Audrey Henshaw, Kieran Snow, Rob Sluming, Paul Hudson, Ian McLennan, Anna Barnes, Jordan Haskayne



## Development Committee Report

During the 2016/17 period the most recently established committee has gone from strength to strength, and the future is bright for the committee going forward.

When it was implemented in 2016, the aim of the committee was to give less experienced members of the industry the ability to get access to key seminars and learning opportunities that they may not have got elsewhere, or they were not the target demographic for. I think the Development Committee has successfully fulfilled the need.

The inaugural The New Class group, have had completed their widely received and appreciated reports on The Insurance Act, completed the seminars upskilling them in diverse matters such as public speaking and social media use, as well as going to see the famous Lloyds of London on a guided tour.

The New Class 2017 was selected by committee, with even more top quality candidates applying, making selection was tough, with demand far outstripping supply, and I can see this increasing year on year. The seminars completed so far, include project management, networking and dealing with difficult people. The report is set to be on the changes to The Data Protection Act, which I am sure the industry will be interested to read the findings of a highly talented and motivated set of individuals. They are as follows:

Name	Company
Andrew McDermott	RBIG Corporate Risk Services Ltd
Daniel Palfrey	RSA
Sowmya Nandala	Co-op Insurance
Josef Horrocks	Marsh
George Anderson	HSB
Nicole Duffy	HSB
Tom Edwards	Kellands (Hale) Ltd
Scott Patterson	Alan Stevenson Partnership
Daniel Astle	Marsh
Andrew Agoston-Jones	Bollington Insurance Brokers
Beth McNeil	RSA
Rebecca Mlota	Finch Employee Benefits

I hope that The New Class is the building block for many a successful career within their respective companies, within the IIM and within the wider CII community.

One of the most pleasing points for me, personally, was to see a number of The New Class 2015 candidates join the IIM committees, with Kieran Snow, Jessica Downing, Katie Heathcote, Jordan Haskayne, Steph Wood, Emily Price, Clare Warrington, Ryan Conroy and Tom Rolph all joining various committees. It's great to see the Institute get a great deal of new ideas and input.

Last of all, the committee members have been brilliant in helping this run smoothly, and effectively, all taking a great degree of pride in doing so. I'd like to convey my thanks to the committee, especially my deputy Brad Jackson, and they are Jessica Heaton, Sandra McDonald, Emily Price, Dina Railean, Ryan Conroy, Tom Rolph and Lewis Whittaker.

It is proposed that Brad takes over the committee at this AGM, and I think he would be superb in the role. The committee will really be in good hands with him. Good luck and thank you.

**Stephen Bridge ACII**  
**Development Committee Chair**

**Committee members:** Deputy Brad Jackson, Jessica Heaton, Sandra McDonald, Emily Price, Dina Railean, Ryan Conroy, Tom Rolph and Lewis Whittaker.



## Style in the City Report

The 2016 Style In The City event was held on Friday 24<sup>th</sup> June at The Midland Hotel with the groovy 70's theme. It was a sell-out event once again with over 370 guests from our industry who were either dressed to impress or ready to get a boogy on. The Main sponsor was TEn.

The room layout consisted of sponsor tables, gold package tables, individual tickets and the presidents table which hosted guests from CDL and the Care Leavers Foundation. We opted for a Pimms drinks reception with a VIP area for sponsors. The lunch provided was a two course set menu with a sorbet.

The entertainment for the afternoon was a fabulous catwalk show choreographed by one of the fashion world's best choreographers Jillian Pollitt. There were 8 professional model scenes and 1 industry model scene where we got to see some of our own strut their stuff on the catwalk. Thank you to all the industry models who volunteered to be part of the show. The catwalk show was then followed by Brutus Gold and The Love Train who played classic 70's hits through to the end of the event turning The Midland into a groovy wonderland.

Our technical package was provided by Sterling AV who did a brilliant job. We also worked with; Sunday Best who provided the clothes for the fashion show, Michael John hair dressing and Cassie Lomax (make-up) who all worked brilliantly together to ensure all the models were looking their best for the catwalk.

The feedback we received for the event was excellent and plans for the 2017 Style In The City event are well underway with a Great Gatsby theme which will once again be held at The Midland Hotel on Friday 23<sup>rd</sup> June 2017.

A massive thank you to our current president Katie Jackson for her input into the Style In The City event and also to the committee for helping with arrangements and their ideas which made the event one to remember. Style In The City could not have happened without the continuous support of Sandra McDonald in the IIM office and we are very grateful for her help and support.

### **Jessica Heaton Cert CII** **Style in the City Chair**

**Committee members:** Katie Jackson, Victoria Myers, Danielle Gowrie, Kate Heathcote and Janine Packman.



## Events Committee Report

It has been another busy year for our events committee. We maintained our successful established events and looked to add new events to the calendar to engage a new audience with positive results.

In December, in conjunction with Weightmans, we held the second Christmas movie night. The event was again well attended and popular with members who don't normally attend events. Good news is Weightmans have agreed to sponsor for a third year

The carol service was again well attended and supported by our choir, our thanks as always go to St Ann's church and the members of the choir for their continuous support of the event. Key members of the council and other representatives volunteering to do readings, all under Reverend Nigel's watchful eye.

In March and September we held the quarter end do at Liquorice and Revolution Parsonage Gardens both well attended and positive feedback on the venue choices from the members of the industry who attended.

In February this year our annual quiz made a popular return with attendance close to 200 members at Revolucion D'Cuba in Manchester. Paul Dooley from Stobarts Insurance Services did a fantastic job again as our quizmaster for the evening. With teams from insurance companies, brokers, lawyers and loss adjusters all tested to the max, with Zurich as eventual winners taking the title from Kennedys.

We have also run and continue to run a games tournament which is being held this year. We are very pleased with the support from industry and this has to date been well received by the participants in the events. HSB declared the winner of the first round with three more to go. Hopefully this is an event we can take through to Stephen's presidential year and beyond.

Other successful events include the race day, which as the pictures on social media and feedback go to say it was a winner of a day! Also the football tournament is always well supported as with the softball tournament which is always fully booked! We also continued the Manchester tours with Pete, this time in the Northern Quarter which was so well supported that 2 dates we've requested!

With more events planned for the remainder of the year, we shall hopefully continue with the positive feedback from all the members of the industry and continue the good work with the other professional bodies the committee members have been working towards.

We would like to thank those individuals that are not a part of the Events Committee but who helped to make our events successful this year, such as Paul Dooley our quiz master; Peter O'Grady our tour guide; Anne Marie Howarth and Hannah Ebbitt for the efforts she puts in organising the Christmas Carol Service, together with other IIM Committee members and last but not least we want to thank our wonderful committee who volunteer their time and who make these events possible, particularly when these are almost always held in their own time.

### **Natasha Johnstone and Caroline Griffiths-Davies Joint Events Committee Chairpersons**

#### **Events Committee Responsibilities:**

- To arrange sporting and social events as required

**Committee members:** Natasha Miotk, Caroline Griffiths-Davies, Richard Townsend, Charlotte Beresford, Danielle Gowrie, Carla Mellor, Jessica Downing, Stacey Sheridan, Kathryn Elliot Johanna Smallman, Sowmya Nandala, Suchit Desai, Clare Warrington



## Council Proposed President 2017 - 2018

It is of great pride, that I am nominated to be President of the Insurance Institute of Manchester, after being involved with a great institute for a number of years. I feel the Institute embodies the general feeling around the city currently – it is booming, dynamic and forward thinking.

I have been involved within the insurance industry in Manchester for 11 years, all served within the insurer's side of things, starting at RSA, before moving to LV= and then onto Zurich. I have met many superb people from around the industry, and it is an honour to represent these people on the national stage. During my time in the insurance industry I have represented Manchester on the national CII New Generation programme, and started the newest local committee, the Development Committee, to help our talented less experienced generation get access to the skills that may not have been available to them previously.

The IIM continues to innovate, with the inaugural Fast Track ACII campaign being launched and continuing throughout the year. I look forward to seeing these dedicated and talented individuals progress towards Advanced Diploma and Chartered Status, through this scheme.

I want to use this year to really show the benefits of being a part of the Insurance Institute of Manchester and making good use of all the amount of CPD lectures, networking, education and social functions provided by the local institute, which is the largest outside of London and provide great opportunities for anyone within the industry.

My chosen charity is CALM, founded in Manchester in 1997, they work towards preventing male suicide, the single biggest killer of men under the age of 45 in the UK. In 2015, 75% of all UK suicides were male. They currently only have 5 full-time paid members of staff and rely heavily on the generous time, energy and skills of their volunteers, supporters, and fundraisers to keep the campaign running. I'm hoping that the Insurance Institute of Manchester can work in partnership with CALM and really assist with the fundraising, so that they can help the people who need them.

I am looking forward to the year ahead and I am really excited about some of the events that we have planned throughout. I know I have the support of dedicated council and committee members to help me and I am looking forward to the challenge.

**Stephen Bridge ACII**  
**Proposed President 2017-2018**



## Council Proposed Deputy President 2017 – 2018

First and foremost, I am honoured to have been asked to be elected the Deputy President of the IIM for 2017/18.

Starting on the Events Committee back in 2012 and since then I have chaired the Events Committee for 2 years. I have also been on the council for the last 3 years and have attended most of the CPD, social and charity events organised for the members. I also chaired the committee for Young Members' Summer Ball in 2015 which was attended by over 150 young professional from the local institutes.

The IIM is one of largest and most successful, pro-active in the country and continues to support its large membership in more ways than ever. I am looking forward to supporting Stephen's in his year as president, a position I know he will be a success. My aim is to support and work closely with him. I would also want to promote the CII and insurance industry in general to the 'younger members' as they are the future of this industry. I would also look to endorse Fast Track ACII and any similar programs which will help and support the members to obtain accreditations and increase their technical knowledge. At the same time I would want to get more 'seasoned campaigners' involved in the local events and help to increase membership numbers and our visibility.

Over the years I have shown my passion for working within the industry and helping the IIM and I aim to continue doing the same.

**Suchit Desai**  
**Proposed Deputy President 2017-2018**



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