



# Newsletter

June 2012

*To support and strengthen our membership: credit union owned insurance subsidiaries*

## CUISA's Maiden Boat Cruise - Conference 2012

CUISA's 2012 Conference kicked off with our first boat cruise! Delegates enjoyed a three hour cruise through Deep Cove on the Magic Charm Yacht. The boat was magnificent, the staff were attentive, and the company, fantastic.

Projects, Personal Lines Programs and a session with ShakeOut BC. Due to some unfortunate issues with transportation for a scheduled speaker, delegates were also given an impromptu session on Auto Insurance in Saskatchewan. Our thanks to Kevin Sutter and Barry Koroll of Innovation Credit Union for stepping into the spotlight!

With the music of Koko Soul as a background attendees enjoyed a wonderful meal and after were entertained by comedian, Phil Hanley at our Gala Banquet.

Relive your favourite conference moments by viewing the conference photo gallery at [www.cuisa.com](http://www.cuisa.com)

The 2012 conference entitled "Charting a Course through Uncertain Times" took place from June 5th-8th at the Westin Bayshore in Vancouver. Our keynote speaker this year was Michelle Ray and her presentation on "How to Create an Outstanding Workplace Culture" was very well received.

Other highlights included sessions on Stratas in BC, ICBC's Transformation

### In this Issue...

- CUISA Conference 2012
- Board of Directors 2012
- Western Compensation Survey
- Good bye Rick Parent

### Attendees Board the Magic Charm

### 2012 Board

- Shelly Maurer, President
- Kevin Sigouin, Vice Chair
- Cindy Schiller, Treasurer
- Lesley Maddison, Director
- Lynda Mantler, Director
- Michael Henfrey, Director
- John Sullivan, Director



## CUISA Welcomes New Directors: Michael Henfrey and John Sullivan

CUISA welcomes two new directors as Michael Henfrey from Bulkley Valley and John Sullivan from Kootenay Insurance join the Board.

Michael Henfrey comes to us from Smithers by way of North Vancouver. He brings a history of brokerage ownership and management. Michael has been with BVIS since 2009.

John Sullivan entered the insurance industry in 1986. Achieving both the CIP and FCIP designations moved to an ownership role within the brokerage. In 2007 John joined KIS as CEO, overseeing the insurance operations for Kootenay Savings, East Kootenay Community and Nelson and District Credit Union.

Michael Henfrey enjoys a giggle with comedian, Phil Hanley



### Western Compensation Survey

CUISA, in conjunction with the IBABC, is inviting members to participate in a compensation survey. This is being done to provide our third party aggregator – Western Compensation and Benefits with the most current and relevant data available. This aggregated data will be given to ICBC, who will use it to inform their decisions on broker compensation for the coming year.

It is vital that members take the time to participate in this survey. Credit union agencies have long known that their cost structure is higher than that of independent brokers, so it is important that our data be included in the aggregated information.

An additional benefit in participating is, the survey will be available for purchase at a cost of \$240 which is considerably less than what it will cost non-participants (\$2395). Not only will the survey include positions and descriptions, it will also include a Total Compensation Valuation report for each position that you provide data for. This is probably the most relevant tool when comparing compensation.

Letters will go out to agency principals later this week. Should you have questions regarding this, please feel free to contact our office at (604) 737-5069

### CUISA Conference 2013

As we wrap up another conference full of fun and fond memories, your Association is already planning for next year and we would like to hear from you!

Please become a part of the conversation by completing your Conference Evaluation

Form which is available on the website at [www.cuisa.com](http://www.cuisa.com). If you have questions or are having problems completing the form please feel free to call Jean Sparkes at 604-737-5069 or email at [cuisa@central1.com](mailto:cuisa@central1.com)



Peter Knowles of Cadboro Bay Insurance says “Yes, I’ll have another, “ to Nicole Fomenoff of Family Insurance

# CUISA Says Goodbye!

After more than 15 years of dedicated service, CUISA said goodbye to one of its own as Rick Parent stepped down as a Director. It was a poignant moment and more than a few tears were shed.

Rick has been a mentor to many and a champion of the Association and the credit union system. He will be sorely missed by all.



*The CUISA Association 's core purpose is to promote and protect the interest of our members, the interest of the insuring public and the interests of insurers in all matters pertaining to the insurance business and related services.*

*June 2012*

1441 Creekside Drive  
Vancouver, BC  
V6J 4S7

Phone: 604-737-5069

E-mail: [cuisa@central1.com](mailto:cuisa@central1.com)

Website: [www.cuisa.com](http://www.cuisa.com)

*This includes fostering and encouraging a high standard of ethics in the insurance business and related services, and to discourage all unfair and unethical practices. The association will encourage the study of insurance and related services to promote a better understanding on the part of its members and the insuring public.*

*On behalf of our members, the association co-operates with, and assists, the appropriate ministries of government and municipal bodies in all matters pertaining to insurance and related services*