

CUISA Association

# Newsletter

## CUISA 2014 Conference Success

With strong support from members and partners alike, this year's annual Conference was a resounding success! Thank you to everyone who was able to participate and attend—from our membership (including new members the Co-Operators and Sussex Insurance), our sponsors and our trade show exhibitors.

We raised \$4,120 for BC Children's Hospital Foundation through the silent auction, and \$990 for WICC through 50/50 ticket sales! Thank you to everyone for your generosity for two very worthwhile causes.

We also welcomed some new fac-

es and corporate partners at the Trade Show this year, as well as seeing some familiar friends! Welcome to Aurora Underwriting Services and ServePro Langley who were first-time participants at the Trade Show.

Sherry McColl of Paragon Insurance Agencies in Terrace was the winner of our \$1000 travel voucher at the Trade Show and congratulations to Stuart Jacobsen who was the recipient of this year's Bursary.

We heard from an inspiring keynote speaker—Dr. John Izzo about transformational change and our ability to adapt to and

embrace change. We also heard from a number of speakers and panelists who shared their knowledge and viewpoints with us about Earthquake in BC, water damage claims, trends in the insurance industry over the last 20 years, telematics and user-based insurance. We also learned about Canada's new Anti-Spam legislation and what brokers need to be aware of so they aren't in violation.

For photos from this year's conference, [click here](#).

## Insurance Council Conducting Inspections

It has come as a surprise to many of our members that the Insurance Council of BC is conducting inspections (what some are calling 'audits'). According to the Council, they do make routine visits to brokers' offices from time to time. They will call giving you advance

notice and have advised that there is nothing a brokerage needs to do to prepare in advance for one of these visits.

Some members who recently had the Council do an 'inspection' at one or more of their offices have

reported that the inspector seemed primarily interested in ICBC transactions, but did look at the entire office's processes and what type of work various levels of licenses were performing.

### Contact Us

CUISA  
1441 Creekside Drive  
Vancouver, BC  
V6J 4S7  
Ph: 604.737.5069  
E: [cuisa@central1.com](mailto:cuisa@central1.com)



## CUISA Welcomes Aurora Underwriting

Those of you at this year's Conference may have met Bob Bellows and Lyndsay Rankin from Aurora Underwriting Services. We'd like to officially welcome and introduce you to Bob and Lyndsay as well as Nona McCreedy and the rest of the Aurora Underwriting team (our new Corporate Partner)!

Aurora Underwriting Services Inc. has been helping retail brokers solve coverage issues for more than 10 years. Their team has 150 years of combined experience, and to quote Nona "we are pretty darn good at it."

They write a great deal of property, inland marine and casualty business, but two of their favorite lines of business to write are E&O and D&O.

The class of business in these two areas includes (but isn't limited to):

- Accountants, bookkeepers and auditors
- Cyber, Privacy and Media Companies

- Fitness Instructors, Personal Trainers and Fitness Clubs
- Recruitment, Employment and Staffing Companies
- Estate Agents, Property Management and Surveying Firms
- Technology Companies
- Web based retailers
- Web Publishers

And on the D&O side, they will quote both:

- For profit Private and Public companies
- Not For Profit Organizations

Aurora is able to provide limits in excess of 10,000,000 CAD with very broad cover. They offer a fast track service for urgent submissions, and will generally turn a quote around in under 24 hours.

For more information about Aurora Underwriting Services or to get a quote, contact:

Bob Bellows at 604-788-3692  
bbellows@auroraunderwriting.com.

You can find their website at [www.auroraunderwriting.com](http://www.auroraunderwriting.com)

*Pictured from left to right are: Bob Bellows, Nona McCreedy, Lyndsay Rankin and John McCreedy.*



*Do you have news or information to share with CUISA members? Just drop us a line and we'll get the info out—[cuisa@centrall.com](mailto:cuisa@centrall.com)*

## Earthquake in BC: update

Your association recently participated in a BC government consultation about Earthquake, along with other members of the insurance industry including the IBC, IBABC and ICBC. The purpose of the meeting was to gain the industry's perspective on the issue of Earthquake, as the provincial government puts

together a plan and report on preparing for Earthquake in BC.

To ensure that the public in BC is prepared for a major earthquake in BC will require a coordinated effort between all levels of government and the insurance industry, among

others. Much work is needed to both increase public awareness and preparedness, as well as to ensure that the industry is ready to respond when the time comes. Stay tuned for more news as developments arise, and remember ShakeOut BC on Oct. 16th <http://shakeoutbc.ca/>