

CANADIAN CHINESE INSURANCE PROFESSIONALS ASSOCIATION



CCIPA NEWSLETTER

QUARTERLY PUBLICATION

加華保險專業協會

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FEBRUARY 2022

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Opinions expressed are those of the authors and do not necessarily reflect the views nor the endorsement of CCIPA.

Upcoming Events

Please mark your calendar for the upcoming events. Listed below are a few of many upcoming fun events. Please stay tuned for further registration details. We look forward to seeing you at all upcoming events.

Chinese New Year's Celebration – February 28th

Keep an eye out for our CCIPA Celebration video! The board has prepared a video for our members welcoming the year of the Tiger. Expect fun games for the audience, Paul Ng's forecast, lucky messages from the Board

Past Events

CCIPA Virtual Christmas part

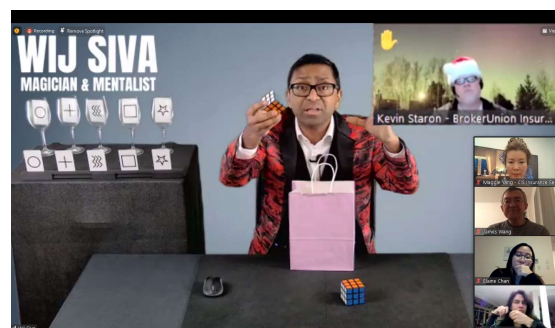
CCIPA Virtual Christmas party

Date: December 10th, 2021

Our annual virtual Christmas Party was held last Friday, December 10 and CCIPA would like to sincerely thank Aviva Canada, BrokerTeam Insurance Solutions Inc, CAA Insurance Company, Can-sure Underwriting, CHAT Insurance, Excess Underwriting, Xpert Underwriting, Intact, New World Insurance, Pembroke Insurance, Renolux Restore Group, SGI Canada, Special Risk Insurance Managers, Sunny Ho (CCIPA's Legal Advisor), Travelers Insurance, Vertafore Canada and Winver Financial Services for making this party possible.

There were lucky draws, and over half our guests won prizes! We also had song performances from Joe Lam, Elaine Chan, Sam Tang and Susan Zhang, and a virtual interactive magic show from magician/mentalists Wij Siva, sponsored by BrokerTeam Insurance. Wij demonstrated amazing magic with playing cards, predicting people's birthdays and a fantastic trick with a Rubik's cube.

Once again, we would like to thank those who participated in the magic demonstrations, the lucky draw, and just joining us for the evening. CCIPA would like to wish everyone a Merry Christmas and a Happy New Year ahead in 2022!



Newsletter Editor's Message

Dear Members and Friends,

We are excited to share this issue with you and welcome the Year of the Tiger! Many things have been changing in the past year. Working from home becoming the norm, restaurants opening and closing, and we are not sure when this will end!

Fortunately, the CCIPA continues to find ways to connect with our members. Last year, we celebrated our Christmas holiday event through Zoom with a high number turn out. Many members won prizes through a draw and got to see a magical performance by Wij Siva.

We are excited to announce our CCIPA Chinese New years video which will be distributed on Feb 28th. All members will receive a copy to share with their friends and family.

I also want to thank Alan Kan who will be taking over as Editor in the coming Issues. Alan has been a great help as our Associate editor and will be taking on the role as Lead Editor in the coming issues. I am confident Alan is more than capable with providing quality content to our members in the future! It was a pleasure being your Editor for the past decade and I look forward to hopefully seeing you all at our industry events!

Otis Wong, DGA Careers
Editor



Congratulations Craig Moreau (CAA) for winning a gift from our Sponsor at SGI

Member Benefits

ARAG - 24/7/365 - Legal Hotline offers members is unlimited telephone access to accurate and truly independent legal advice through the helpline. Now with virtual wallet!



Legal Advice Helpline
1-844-901-2724

1-844-901-ARAG | Available 24 hours 7 days a week

Another great benefit for CCIPA members is STER-OL Control Service, courtesy of Renolux Restore Group. Our members may enjoy discount and complimentary dis-infection service for our homes, offices and vehicles.

STER-OL Infection Control services including routine and emergency disinfections with SteraMist® Binary Ionization Technology® (BIT™), and applications of AEGIS Microbial Shield.

- All building/surface area disinfections
- Fleet disinfections
- Residential inquiries
- PPE sustainability solutions
- Please visit www.ster-ol.ca, or www.renoluxrestore.ca



Member's Corner

Good News! Members are now able to renewal, register and even pay online! For information on E-Transfer, please use the link below.

Please visit the link below to join/renew your membership.

Membership link:

<https://www.ccipa.com/membership/>

Spotlight

Insights from CEO of BrokerTeam Group, Royle Leung

CCIPA recently launched a series of spotlight interviews with a variety of insurance industry people to gauge their insights regarding their own experience in the business and advice they can offer to young professionals, as well as what the future holds for the industry.

We had an insightful discussion with our first guest, HUB International's Anita Kwan, and now we bring you another fascinating talk with Royle Leung, the Chief Executive Officer of BrokerTeam Group. Royle has also held positions in many other P&C brokerages in Ontario, BC and AB, and served on board of RIBO as its counsel for three years.



Royle began his insurance career around 1992, when he began selling life insurance, mutual funds as well as P&C insurance. He later surrendered his Life and Mutual Funds licenses in order to devote 100% of his attention to the P&C sector.

"I wasn't planning on a career in insurance," Royle said. "I did some accounting work, and I started a marketing company with my schoolmate. It was a good learning experience. I then gave insurance a try, but the result wasn't good because of my own lack of commitment."

"Luckily, I met my (now-late) former boss Anselm Fok and some colleagues; we studied CIP together and we supported each other when we faced challenges during industry cycles. Those I met during the early years are still with me: they are the co-founders of BrokerTeam and other partners within the umbrella of BT Group."



"We could not have built BrokerTeam to what it is today without our people. The Group is already expanding from within as we have many established leaders with their own areas of development. We also see many new talents who are very committed, and I am sure they will do well in the near future. I enjoy seeing this organically happen to our Group and in our industry."

"We have made some achievements with newer business models that include stable market development as well as aggressive business visions. We want to support building new start-ups from scratch and motivate talent, even though the industry doesn't always open doors for new brokerages."

"Ultimately, I want P&C to be viewed as 'sexy and attractive', which means I want our people to feel proud to be in the insurance field. This requires lots of work and time from all professionals, including professional associations such as CCIPA and IBAO. My entire organization and I have been supporting this wish since we opened for business in 2005."

"My advice to the next generation is to build your interest through participations, such as conferences, events, news distributions, etc. You want to study the industry and also connect with industry people. The more you know - even if you may not immediately understand - you will find yourself being part of it. Once we are 'in the business', your eyes and horizon will open, and you see insurance in a different way. Insurance and the complexity of the P&C industry are actually all quite intriguing."

"It's actually this complexity that continues to attract my attention and motivate me after all these years. Not only the complexities of the insurance products, but also the entire industry and its interrelationships within the changes of our society. It allows me to relate and connect with society at large."

Royle's Vision for BrokerTeam

"I always wanted to own a brokerage. But there was a lot of preparation involved; I took five years of planning before starting BrokerTeam. I also began a start-up in order to learn how to digitize the insurance business; we spent quite a bit of money, but we also learned a lot."

"We knew when we started in 2005 that we need to look forward, at least a few years ahead. We then looked at it from a bigger scale. Despite starting as a small firm, we set up in a corporate structure in order to scale quickly."

"Another thing that needs to be made more aware of is the value of continuing insurance education. Not many people realize this: studying for and obtaining your CIP designation is almost equivalent to getting a CPA, but many in the public do not see it that way. We, as insurance professionals, as well as associations, should highlight this fact."

"I see the P&C industry has been slow to change, but we see a speedy evolution is up coming. Digitalization and disruptive business models continue to create opportunities for new generations in the carrier and distribution channels. We will see more opportunities available for eager talent as the current industry is lacking leaders who can step up."

"Don't wait for opportunity; ask for it."

President's Message

Dear Members & Colleagues,

Happy Lunar New Year! I would like to wish everyone a Good Health & a Prosperity Year of Tiger!

There are a lot of zodiac studies that say the Tiger symbolizes bravery and courage, confident power, resilience, and strength. May this positive energy bring us power to refresh and rebuild ourselves from all the challenges!

I'm reminded of what the American philosopher John Dewey once said, "Education is not preparation for life; education is life itself", and author and salesman Zig Ziglar, who said "Success occurs when opportunity meets preparation".

For this time, I am so happy to invite our friend Royle Leung as our Spotlight guest. Thanks to Royle for sharing his road of success to us, starting his career from a salesperson to a CEO of an insurance brokerage group. During the conversation, I found a few points he mentioned which am in total agreement with, such as continuity of education and business planning.

Becoming a Professional is not going to happen in one day, it does take time. More importantly, every drop of your knowledge & experience counts, and we will need to equip ourselves to meet opportunities.

I first met Royle back in 2006 in the CIP convocation while he was joining his colleague's graduation ceremony. I was thinking this colleague was so lucky to have the encouragement from the superior on continuing education.

Royle was one of the critical people in my own career growth. He brought me an opportunity in 2018 to develop in brokerage management which has been my dream for years. Lifelong learning is part of our lives and it sharpen our skills for any opportunities come.

Thank you, Royle!

Wishing you all to enjoy every opportunity at learning! Stay Happy & Healthy!

Sincerely,
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Canadian Chinese Insurance
Professionals Association