



CCIPA

加華保險專業協會

Canadian Chinese Insurance Professionals Association's Quarterly Newsletter



CCIPA CHARITY GOLF EVENT 2022

President's Message

Hello Members and Colleagues,

Time flies really quickly! We are already in the last quarter of the year!

While most of the businesses opened up during the summer season, we had our first in-person Golf Tournament in collaboration with the Carefirst Foundation on August 24, 2022. We had a remarkable Charity Golf event with a great turnout. Our fun and charitable golf event was succeeded by a delicious Chinese dinner. The most beautiful part of this event was not only spending time with our friends, but supporting our relationship with the Carefirst Foundation and successfully raising funds towards the development of the Carefirst Campus of Care.

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We are excited about the upcoming CCIPA's event, the CNY Gala, which takes place on February 03, 2023. Our event committee is working tirelessly in organizing the event. We have found the task quite daunting as there are so many moving pieces, but we will put all our efforts in having our guests experience a joyful and exciting night.

It is our pleasure to invite David Broadhurst to join our Spotlight team. This time our Spotlight guest is Samantha Hui from Pacific Insurance Brokers Inc. Samantha is a second generation broker from her family brokerage business. Because of our busy schedules, Samantha and I unfortunately don't always have the chance to talk. But every time we have the rare opportunity to speak, I can always feel her positive energy filling the room. Let's learn how Samantha has been going through her journey and the challenges she has faced. I want to thank Samantha for taking the time to share with us!

Christmas is around the corner and on behalf of all CCIPA Board Directors, we wish everyone a warm and safe season! Happy Holidays!

Sincerely,

Louisa Hui, FCIP, CRM
President, Canadian Chinese Insurance Professionals Association



Canadian Chinese Insurance
Professionals Association

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Our New Director

CCIPA is very excited to announce a new director to our association. Please kindly welcome our newly joined director, Snow Xue Huang. Snow has always been very ambitious and eager to expand her knowledge within the insurance field.

After having spent 12 years working in the import and export business in the Guangdong region of China, Snow made the move to Canada and has developed 13 years of professional experience in the field of life benefit, living benefit, and general insurance (including home, auto & commercial insurance). On top of that, Snow has 10 years of team management experience in insurance carriers and insurance brokerage. She has been able to take on many roles as a Life and Living Benefit Advisor, General Insurance Broker, and Director. She currently holds the position of branch manager at the West Markham Branch of Brokerteam Insurance Solution Inc. Over the years she has received various accolades for her skills and work as a Life Insurance Advisor from the RBC insurance Company.

Snow has also given her time and resources as an event committee member for the SickKids Foundation premier community event, Glitter, which has raised millions to fund and ensure groundbreaking treatments and cures for children.

We welcome Snow to our community and hope her extensive knowledge and experience can lend new and fresh insights in the insurance sector.



Spotlight Samantha Hui

Insights from a Second Generation Family Brokerage, Pacific Insurance Broker Inc.

By David Broadhurst

*Interviewed By David Broadhurst
& Louisa Hui*

Our guest for this edition of CCIPA Spotlights Chats is Samantha Hui, President of Pacific Insurance Broker Inc. As a second generation broker serving the Chinese Canadian community and the daughter of Ralph Hui, a past President of the CCIPA, we asked Samantha to give perspectives on the insurance business.

“Homework” was her first impression. She was in grade school at the time and doing homework while her father finished-up his paperwork and caught-up with his clients. She did not think it was too different at the time – after all, it seemed like homework for adults. Looking back on it today, she recognized Ralph never saw it as “homework”, and that it was his dedication and client focus that made him a successful as an insurance broker.



After graduating from Western University in 2010, where she majored in biology and psychology, Samantha was interested in working in the medical field. Her first internship at a hospital was eye-opening and she soon found herself in a sales role within a pharmaceutical company. There, she found the perfect intersection for her education and love of working with people.

“If you can sell pharmaceuticals, why can’t you sell insurance?” It was a simple question that Ralph kept asking her – and it was a thought that became hard for her to ignore. “So that is how I fell into insurance,” Samantha said.

She spent her first few years at Pacific learning the business as a CSR. She provided support for many of the producers in the office and got to know them well. She also represented Pacific as their Lloyds underwriter.

We asked Samantha to tell us about becoming the President in 2016.

“Support” she said. “Our Pacific family is filled with kind people who helped and taught me from the first day I joined. They supported me through the transition and we continue to support each other as we grow.”

PACIFIC
INSURANCE BROKER INC.

“How about family support?”

“Ralph is Chairperson and continues to be there for everyone despite not being as hands-on with the day-to-day operations. My brother is an investment banker and my sister is a business consultant. There is a lot of experience that we can draw from.”

“Samantha, now that you are running the brokerage on a day-to-day basis how do you compare your management style with Ralph’s?”



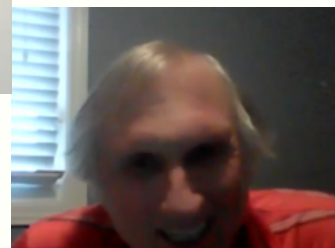
“Very different, and it has to be for us to thrive in our current environment. Of course technology is different and the insurance industry is evolving. Our brokerage is also at a different stage so being different is expected. But ultimately Ralph’s style was very successful and we wouldn’t be here without him.”

“You also mentioned that change is important to embrace and to initiate. Please comment.”

“Our work environment is very important. Our office has grown to become brighter and more welcoming than it used to be and we’re continually focused on this. Our Pacific family is more motivated than ever as we continue to provide them with the training and technology they need to thrive. We find that our company’s goals are better aligned with the team than ever before.”

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“We are encouraging our staff to work with laptops instead of desktops. The need to use automation and move away from paper was important. Working remotely meant no access to paper files and this ultimately accelerated the process. For many this was difficult to embrace but coming out of the pandemic meant that we found better ways of getting work done.”



Thank you Samantha. Do you have any final thoughts to share with us about how you see the role of insurance brokers in their community?

“We spend a lot of time serving and interacting with our community as insurance brokers. Naturally, we love our community and would like to make a positive impression in our community, so giving back has always been a priority. Ralph has done a great job of looking after our community and I look forward to continuing the work he has done – whether that is contributing to non-profits such as SickKids or playing an active role in community organizations such as the Toronto Chinese Business Association or the Chinese Cultural Center of Greater Toronto.”

PAST EVENTS

CCIPA Charity Golf Event 2022



CCIPA hosted our Charity Golf Event on August 24, 2022 at the DiamondBack Golf Club. We are very thankful that we got together and enjoyed the beautiful, green course on such a warm, sunny day. It was a great opportunity to build team spirit and contribute to the community! We swung, we laughed, we ran, we drank, we ate, and had so much fun!

We thank Carefirst for allowing us this opportunity to collaborate and build such a strong relationship. We wish them all the success on their project, Campus of Care!



Thank you to our sponsors, supporters, CCIPA Directors, and volunteers. Your contributions and efforts are greatly appreciated. You are the ones who made this event shine. We could not have done it without you. We captured some lovely memories that we would like to share with you on our Youtube channel.

https://www.youtube.com/channel/UC4J-KJgR2_ev_kRM0mgP4Aw. Please enjoy!

IBAO Convention 2022

We had the pleasure of attending the IBAO convention in-person on October 19 & 20, 2022 at the Downtown Sheraton Hotel. CCIPA participated as a trade show vendor. On arrival, our booth was kindly and efficiently put up. We were located in the busiest corner and reached out to many attendees. We greatly appreciate the help from all the coordinators from IBAO, Sheraton Hotel, and Straight Street Event Services. Thank you for all the friends and colleagues who visited our booth and played our games. We had a really great time. Congratulations to the winner who won a \$500 gift card!



Thank you to our Sponsors!

FOR MAKING THE CCIPA CHARITY GOLF EVENT 2022 A SUCCESS!

DIAMOND



BROKERTeam
• I N S U R A N C E •



齊達保險



GOLD



AND THANKS TO ALL OUR AMAZING SUPPORTERS AND VOLUNTEERS!

UPCOMING EVENT

CCIPA CNY GALA 2023

SAVE THE DATE
FRIDAY, FEBRUARY 3RD 2023
PREMIERE BALLROOM & CONVENTION CENTRE



PAUL NG'S GEOMETRIC PREDICTIONS
GOD OF FORTUNE
MAGIC SHOW
RAFFLE DRAW
CASH GAME

MEMBERSHIP INFORMATION

Member's Corner

CCIPA is involved in activities that enable professionals to benefit both themselves and community, now and in the future. Being a member is a great way to network and stay current in the insurance industry with the latest changes and developments among our unique community. Each membership is rewarding and a great value to their career. Our members are insurance professionals such as underwriters, brokers, loss adjusters, risk management consultants, reinsurers, and actuaries. The CCIPA also welcome professionals, from ancillary industries such as accounting, law, and auto repairs, as associate members. There are multiple tiers of memberships: Individual Regular, Corporate, Individual Corporate, and Associate.

The association aims to develop a fraternity and facilitate the exchange of views and information amongst members. It is the intention of the Association to help bridge the insurance needs and requirements of the Canadian Chinese community and the Canadian insurance market.

If you are interested in renewing a membership or becoming a new member, please follow the link below or contact our directors, Peter Lee and Snow Xue Huang.

Membership link:

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

Perks & Benefits

One of the many benefits that our members receive is that by joining our association, you will have access to free accredited education hours and seminars. You can learn more about your respected field and expand your knowledge in other disciplines. Members are also encouraged and invited to attend countless fun events & activities. In the past, we have hosted Lunar New Year celebrations, Christmas parties, and sporting events. We have always had easygoing and joyous times with our members. These gatherings have been great occasions to catch up with old friends and make new ones.

Another great benefit for CCIPA members is STER_OL Control Service, courtesy of Renolux Restore Group. Members get 50% off on disinfection services for homes, office and cars. 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 inquires PPE sustainability solutions. Please visit www.ster-ol.ca, or www.renoluxrestore.ca



DIRECTORY

For CCIPA membership enquiries:

Email: membership@ccipa.com

For CCIPA newsletter enquiries:

Email: editor@ccipa.com

President

Louisa Hui, FCIP, CRM – Eon Insurance Inc.

Vice Presidents

Mark Luo, CIP, CRM – Excess Underwriting

Maggie Yang – CIS Insurance Broker Ltd.

Secretary

Jing Li, MBA, FCIP, CRM

Treasurer

Katina Lee - Excess Underwriting

Editor

editor@ccipa.com

Education

Jennifer Lau, CIP – BrokerTeam Insurance Solutions Inc.

Membership

Peter Lee, CAIB, CIP – CHAT Insurance Services Inc

Snow Huang, CLU – BrokerTeam Insurance Solutions Inc. (West Markham Branch)

Directors

Anthony Chan, MBA, FCIP, CRM - Pacific Insurance Broker Inc.

Jenny Chow – Pacific Insurance Broker Inc.

Mei Han, MBA, CIP – Aviva Canada

Ning Luo, CIP, CRM – INTECH Risk Management Inc.

Otis Wong, CHRP – DGA Careers

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Mr. Eric Walker – Baker Tilly WM LLP

Honorary Legal Advisor

Mr. Sunny Ho – Barrister & Solicitor

Honorary Members:

Adam Keung – New World Insurance

Anita Kwan - Retired

David Cheng BSc. - Winver Financial Service Inc.

K.K. Leong - Retired

Louis Luk, MBA, CIP – Retired

Kim Tan - Retired

Mary Liu, FCIP, CRM – Travelers Canada

Norman Lai, ACII, CPA, MCMI, CRM – Retired

Ralph Hui – Pacific Insurance Brokers Inc.

In Memory of...**Honorary Presidents**

Susan Cheung

Albert Lee