



CCIPA

加華保險專業協會

Canadian Chinese Insurance Professionals Association's Quarterly Newsletter



Thank You For Support

It has been a great privilege to serve as the President of CCIPA for the past four years. Although there have been challenging times, it has been one of the most rewarding experiences in my professional life.

“On the back-end of difficulty is the opportunity”.

I started the presidential role with CCIPA whilst I was establishing my own business. It was a challenge balancing the two roles. The Covid-19 Pandemic made it even tougher. Luckily I had the great, like-minded team, which motivated me to keep going forward. My belief in our members and industry allowed me to face difficult obstacles. During that time period, we were not able to have in-person activities, but we were committed to hear their perspectives and experiences.

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Thus, we have used applications such as: online seminars, e-banking, and online events as tools to communicate with our members and operate our association. This proves we have the capacity to act in unfortunate situations in a timely and constructive manner. The pandemic heightened the necessity for our association to adapt and grow.



We have made great strides and advancements in building our association. Our member base has grown as we continue building relationships with our community and industry. We have brought a fresh, new perspective to our association. Communication with our members has advanced to create more transparency. Our website has improved and we have utilized more technology and applications for a smoother and more efficient operation. We reviewed the bylaws to make a better fit for CCIPA's future needs and initiated the maintenance of the Board internal guidelines. Our financial health in the past four years has been positive. We have set up reserved funds for spendings on development and expansion CCIPA has a historical foundation and a great platform.

Our key strategies and initiatives to strengthen our position in the insurance industry is by making partnerships with other organizations to increase our resources.

We expand our invitation for corporate memberships and life insurance professionals. By doing so we highlight our unique culture to the industry and add value to our presence.

While reflecting on the past four years, I often ask myself what we could have done better. With the benefit of hindsight, I encourage my successor to bring innovation and a new perspective to our association. I cannot wait to see what our new president will bring with their own ideas, talents, and ambitions to this role. I hope the new president can elevate our association to new heights. The Art of Changing is Awareness, Acceptance & Action!

Last but not least, my sincere thanks goes out to our Board of Directors who I have worked closely with. Their patience and effort are truly admirable. I greatly appreciate our industry partners for their ongoing support. Also, thank you to all our volunteers that have contributed. You are all amazing!

Sincerely,

Louisa Hui, FCIP, CRM

Immediate Past President, Canadian Chinese Insurance Professionals Association (CCIPA)

**“If opportunity
doesn't knock,
build a door.”**

- Milton Berle.

Our New President



Jennifer Lau - BrokerTeam Insurance Solutions Inc.

Dear all,

It is with great honor and excitement that I write this message as your newly elected President. I want to express my heartfelt gratitude for the trust and confidence you have placed in me to lead our organization in the coming years.

I firmly believe in the power of collaboration, innovation, and collective endeavors. Together, we can achieve remarkable things and make a lasting impact on the communities we serve. As your President, I am committed to fostering an environment of inclusivity and open communication, where every member's voice is heard and valued.

Our association has a rich history of making positive changes and addressing critical issues.

As we move forward, I am dedicated to building upon these achievements and exploring new avenues for growth and advancement. We will endeavor to evolve with changing times.

Transparency and accountability will be cornerstones of my leadership. It is crucial that our actions and decisions are aligned with the values and goals of our association, and that we are accountable to our members. I will promote an ethos of integrity and ethical conduct, ensuring that our organization upholds the highest standards of governance.

This newsletter will serve as a platform for communication, updates, and sharing of ideas. I encourage all members to actively engage, contribute, and collaborate. Your insight and expertise are invaluable assets, and together, we will be able to achieve great things for our association and the causes we champion.

I am deeply honored and privileged to serve as your President, and I look forward to embarking on this journey alongside each and every one of you. Let us work together to make a positive difference and leave a lasting legacy for future generations.

With warmest regards,

Jennifer Lau, CIP

President, Canadian Chinese Insurance Professionals Association (CCIPA)

New Director



Caleb Tam - Eon Insurance Inc.

We would like to formally announce Caleb Tam as the new Secretary of CCIPA. Over the past four years, Caleb has had the privilege of working as a Customer Service Representative at EON Insurance Inc., where he has consistently provided exceptional support to clients, ensured their satisfaction, and built lasting relationships within the industry.

Beyond his professional responsibilities, he has dedicated his time and effort for the past two years serving as the General Manager at Toronto Swatow Baptist Church. He has taken the responsibility of overseeing various aspects of the church's operations, ensuring the smooth functioning of day-to-day activities, and tending to the diverse needs of the congregation. He has made it a goal to contribute to the growth and harmony of his church community.

He finds immense joy in supporting those around him, fostering a sense of community, and promoting inclusivity & unity. He continues to inspire others through his leadership, dedication, and unwavering commitment to service.

We welcome Caleb to our Board of Directors!

Member's Corner

CCIPA organizes networking events, recreational functions, and educational seminars that offers professionals an opportunity to network and expand their knowledge. With our unique community, the association aims to facilitate the exchange of current views of the insurance industry. 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. We would also like to remind you to renew your RIBO license.

There are multiple tiers of memberships: Individual Regular, Corporate, Individual Corporate, and Associate. To enhance your exposure within CCIPA network, we cordially invite you to upgrade your membership to corporate status. Explore the benefits that the corporate membership can provide:

- Corporate membership can help you to increase exposure for your business and brand your company name prominently to the industry and related markets.
- Once you have acquired your corporate membership with three delegated members, any additional member of your staff who wishes to join receives a discount in membership fee
- All members can attend our informative, accredited seminars for free.

If you are interested in becoming a member or renewing your membership, registrations are currently available and you may register at: <https://www.ccipa.com/membership/>. If you have any questions or inquiries, please contact our membership directors at membership@ccipa.com.

PAST EVENTS

CCIPA ANNUAL GOLF TOURNAMENT

We would like to thank all our friends and colleagues who participated in our 2023 CCIPA Annual Golf Tournament on August 2, 2023. Our tournament had an attendance of 132 participants. We could not have achieved a successful event without the support of our host, Diamondback Golf Club and their staff. With their assistance and coordination, we were able to have a smooth operation. We all enjoyed a beautiful, summer day with fantastic weather. It was great to see the display of camaraderie and teamwork amongst our amongst our players.



Our tournament was succeeded with a gourmet buffet dinner at Oakview Terrace Reception Centre. Our dinner attendance was over 210 patrons. We thank the staff for the great food and the beautiful room with the flower arrangements. It was great to see old and new friends drinking, eating, and mingling. Special thanks to City of Richmond Hill Counselor Castro Liu for attending as our Ambassador of the event. Lastly, we would like to share the video and photos for the event to all of you. You can find our video at <https://www.youtube.com/watch?v=K-ydUSBfBd0> and the photos will be shared for a month at <https://photos.app.goo.gl/ubVKttA2vvdCpJwY9>. Please feel free to share with your friends and your team!



Congratulations to our winners:

Champion Team: Brendan Li, Steve Lee, Tommy Feng & Emily Ding

1st Runner-up: Tommy Tam, Bao, Royle Leung, Louisa Hui

2nd Runner-up: David Ko, Lennie Exton, Trong Thai, John Kim

Longest Drive (Ladies): Emily Ding

Longest Drive (Gentlemen): Trong Thai

Closet to the Pin (Ladies): Emily Ding

Closet to the Pin (Gentlemen): Kyle Payette

Hole in One: No Winner

We thank our sponsors for their generous support:

Partner: Insurance Brokers Association of Ontario, Canadian Golf Teachers Federation

Diamond: Aurex Relocations, BrokerTeam Insurance Solutions Inc., CHAT Insurance Services Inc., CSC Insurance, Definity, Travelers Canada

Gold: Aviva Canada, Borlak Law Office, Pembrige Insurance Company

Silver: Well Guard Insurance

Hole in One: Excess Underwriting

Competition Holes: Echelon Insurance, Intact, SGI

Holes: Carefirst Foundation, ETC Insurance Inc.,

Gallagher, Insurance Institute of Canada, Lions Gate

Underwriting, Premier Group Insurance, Sound

Insurance, Strategic Resource Consultants, Sunny Ho

LLP, Unica Insurance Inc.

Prize: Vertafore, Servstar Restoration, RMA Inc., Intact,

Special Risk Insurance Managers Ltd., Gore Mutual

Insurance, Echelon Insurance, Lions Gate Underwriting

Welcome Bag Sponsor: Aviva Canada, Renolux

Thank you to our Sponsors!

FOR MAKING THE CCIPA ANNUAL GOLF TOURNAMENT A REALITY!

CCIPA Golf Tournament Honorary Consultant

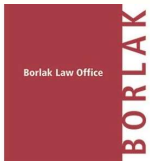


Tommy Tam: President of
the Chinese Division

CCIPA Golf Tournament Ambassador



Castro Liu, City of Richmond
Hill Ward 3 Councillor



SUNNY C. HO, LL.B.
BARRISTER, SOLICITOR & NOTARY



— SR —
SERVSTAR RESTORATION
Water Fire Mold Wind

PAST EVENTS

JUNE SEMINAR

HOARDING: THE NEW CHALLENGE FOR CONTENT RESTORATION



We would like to thank Renolux Restore Group for collaborating with CCIPA on June 22, 2023. We were so glad to have Peter Sandica, president of Renolux Restore Group, as our seminar facilitator. Renolux Restore Group specializes in restoration, emergency services & repairs, construction, and infection control. It was an interesting subject to learn and discuss. There were many aspects of hoarding that we learned, especially the mental health component of it. Thank you Peter, for shedding more light on the stresses of hoarding and restoration.

JULY SEMINAR

STARTING FRESH: CAREER PLANNING WORKSHOP & THE STATE OF THE BROKER CHANNEL

We appreciate IBAO and Brett Boadway for hosting their seminar on July 25, 2023. It was great to hear from Brett to discuss the current trends and state of the broker channel. We thank her for the insightful and helpful advice she given to new and old brokers looking for guidance and support.

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ANNUAL GENERAL MEETING



Our Annual General Meeting was held on July 26, 2023. These are some of the key points that were discussed:

1. We completed our financial statements on April 30, 2023.
2. We approved our new Board of Directors for our May 2023 - April 2025 term
3. We would like to thank our previous board for their contribution and services
4. We formally announce our new board of directors: Anthony Chan, Jane Li, Jennifer Lau, Katina Lee, Louisa Hui, Maggie Yang, Mei Han, Ning Luo, Owen Ting, Peter Lee, Snow Huang

UPCOMING SEMINAR

HARD MARKET, INSURANCE 101, LENDERS PROSPECTIVE

DATE: AUGUST 31, 2023

SPEAKER: HEATHER CHATHAM

The session will share what INTECH's statement of work (SOW) is for their Lender partners, why Intech asks for what they ask for in order to protect the Lenders. Heather will talk about basic requirements of the Lenders for construction loans and non-construction loans.

DIRECTORY

For CCIPA membership inquiries:

Email: membership@ccipa.com

For CCIPA newsletter inquiries:

Email: editor@ccipa.com

President

Jennifer Lau, CIP - BrokerTeam Insurance Solutions Inc.

Immediate Past President

Louisa Hui, FCIP, CRM - Well Guard Insurance Brokers Ltd.

1st Vice President

Katina Lee - Excess Underwriting

2nd Vice President

Owen Ting - Aviva Canada

Secretary

Caleb Tam - Eon Insurance Inc.

Treasurer

Katina Lee - Excess Underwriting

Editor

editor@ccipa.com

Education

seminar@ccipa.com

Membership

membership@ccipa.com

Directors

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

Jing Li, MBA, FCIP, CRM

Maggie Yang - Sound Insurance Services Inc.

Mei Han, MBA, CIP - Aviva Canada

Ning Luo, CIP, CRM - Intech Risk Management Inc.

Peter Lee, CAIB, CIP - CHAT Insurance Services Inc.

Snow Huang, CLU - BrokerTeam Insurance Solutions Inc.

Honorary Accountant

Mr. Sam Wong, CPA, CA - Baker Tilly WM LLP

Honorary Legal Advisor

Mr. Sunny Ho - Barrister & Solicitor

Honorary Members:

Adam Keung - New World Insurance

Anita Kwan - Retired

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

David Cheng BSc. - Winver Financial Service Inc.

Jenny Chow - Pacific Insurance Broker Inc.

K.K. Leong - Retired

Kim Tan - Retired

Louis Luk, MBA, CIP - 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