

Registration

PLEASE PRINT CLEARLY OR TYPE

Name of Participant _____

Title/Position _____

Name of Organisation _____

Address of Organisation _____

Phone No: _____ Fax.No: _____

Email Address _____

Signature(s) Signing Officer for Organisation _____

COURSE FEE

IAC & LIMRA & LOMA MEMBERS - USD 1200.00

IAC NON-MEMBERS - USD 1600.00

(includes all course material, lunch and coffee break) The number of participants in this programme is limited to 30 persons, so early registration to secure a place is critical.

PAYMENT AND REGISTRATION

Kindly complete and return registration form, along with full payment. **Registration ends Monday, January 23, 2012.** Cheques should be made payable to: The Insurance Association of the Caribbean Inc.

CANCELLATION POLICY

Applicants will be refunded the registration fee paid, less \$150 if their notice of cancellation is given at least 7 days prior to the date of the programme. There will be no refund for cancellation made after Monday, January 30, 2012. Substitutions may be made at any time. The programme facilitators reserve the right to cancel the programme at any time, if there is insufficient enrolment. In that event, full course fee paid will be refunded.



INSURANCE
ASSOCIATION
OF THE CARIBBEAN INC.

MISSION

To promote and foster the advancement of the Caribbean insurance industry through research, education and advocacy, in so doing to create a platform for regional harmonisation and integration in the industry.

VISION

To support the regional development and growth of the insurance industry; offering services, programmes and projects which will improve and enhance the harmonisation of the insurance sector.

Insurance Association of the Caribbean

The Thomas Peirce Building
Lower Collymore Rock
Bridgetown, St. Michael

Phone: 246-427-5608/9
Fax: 246-427-7277
E-mail: info@iac-caribbean.com



For nearly 100 years, LIMRA and LOMA have been the trusted source for industry knowledge. Our objectivity allows us to collect and share data, discern trends, and provide reliable research, to build knowledge and develop best practices. Like the North Star we shine a neutral light across the competitive landscape to impart credible industry data and trends. Our educational resources and products illuminate new ideas and ignite potential.

Email: ExecutiveDevelopment@limra.com

Phone: 860-285-7776

Online: www.limra.com/ExecutiveDevelopment



INSURANCE
ASSOCIATION
OF THE CARIBBEAN INC.

in collaboration with



presents

SUCCESS BY DESIGN

*Align your team with corporate goals to
drive growth and productivity*



February
6th – 7th 2012

Venue:

**HYATT REGENCY
TRINIDAD AND TOBAGO**

TARGET AUDIENCE

- Leaders managing others in key functions such as sales, marketing, product, and business development.
- Senior managers accountable for creating new opportunities and driving growth.
- Senior managers responsible for strategic planning and decision making.

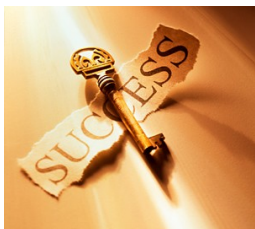
Course Description

SUCCESS BY DESIGN

With today 's constantly changing business landscape, many companies are faced with the challenge of driving profitability and future growth. Building a strong and cohesive team is one of the most critical decisions you can make to ensure organizational success.

Success by Design will empower your teams and organization to work in harmony and in alignment with corporate goals and desired market position.

This highly strategic programme allows leaders and decision makers to re-think, re-evaluate, and re-establish their key business drivers, corporate objectives, and the effectiveness of their operational structure and teams.



Work with our experienced instructor to explore how to design a purposeful reporting structure, link tasks and responsibilities with goals and understand how to effectively evaluate outcomes. Participants will define their business development priorities, identify sponsors and an effective platform, and leave with an action plan to implement and execute on those key tasks and assigned accountabilities.

Programme Impact

- Re-establish your key business drivers.
- Create a reliable structure of functional accountabilities.
- Evaluate your market position and key targets.
- Understand how to gain buy-in from your leaders and field force.
- Explore how to create a culture based on priority management.

Register today to strengthen your company 's foundation and ensure your team will deliver results and improve your bottom line!

INSTRUCTOR



Joseph Sidaros, CIAM, CMFA, MBA, MFA

Joseph is a professional management consultant and executive coach with over 30 years of experience in management and business development within the financial services industry. His focus areas include management development, executive coaching, training, strategic planning, marketing, sales and distribution.

Prior to owning his own management consulting and development company, Joseph worked for New York Life in Canada. He has played a significant leadership role in building distribution networks of numerous companies around the world from the financial, manufacturing, medical, management and related service industries.