



**CIU Education Seminar ~ January 18 & 19 - 2016**

**AGENDA**

**(Updated: January 6, 2016)**

St. Andrew's Club & Conference Centre

**CIU Education Seminar - DAY 1 – Monday, January 18, 2016**

8:00 AM – 9:00 AM	Registration & Breakfast	St. Andrew's Lounge
9:00 AM – 9:15 AM	Welcome & Introductions	St. Andrew's Hall ~ Seminar Sessions
9:15 AM – 10:15 AM	<b>HOW TO MAINTAIN BALANCE IN OUR FAST-PACED WORLD</b> Bruce Empringham, MD, FRCPC Vice President & Medical Director GWL – London Life – Canada Life	<i>In his keynote, Dr. Empringham takes us through an insightful presentation outlining a common sense approach to looking after ourselves in 2016 ... and beyond ...</i>
10:15 AM – 10:45 AM	Networking & Refreshments Break	St. Andrew's Lounge
10:45 AM – 11:30 AM	<b>TRAUMATIC BRAIN INJURY: WHAT YOU MAY NOT KNOW ... BUT NEED TO KNOW?</b> Judi Scetta, FALU, FLMI, ACS, AIRC, ARA Underwriting Director, Bermuda Sun Life Financial International	<i>However you sustain a Concussion, it is still a 'Traumatic Brain Injury'! How do you determine the severity of the injury? What are the short and long-term effects of these injuries and what impact will they have on a person's health, today and in the future? This presentation provides diagnostic tools to help you understand TBI, with insights valuable to both your personal and professional lives.</i>
11:30 AM – 1:30 PM	<b>Lunch On Your Own</b>	~
1:30 PM – 2:45 PM	<b>ARRHYTHMIAS: INSIGHTS and UPDATES ABOUT THESE COMPLEX CONDITIONS</b> Tea Mamaladze, MD AVP, Medical Director Sun Life Financial	<i>If you've ever wondered what makes your heart skip a beat, then please attend this informative session which will answer all your questions.</i>
2:45 PM – 3:15 PM	Networking & Refreshments Break	St. Andrew's Lounge
3:15 PM – 4:15 PM	<b>DEMYSTIFYING FINANCIAL STATEMENTS</b> Philippe Aussel Senior Underwriting Consultant SCOR Global Life (Canada)	<i>Financial statements give the reader an overview of the financial activity of a corporation between two sets of dates. They tell the accumulated financial story of a business at the end of the accounting period. They also divulge how the business owner's idea has translated into financial success or despair. However, for most lay readers they can be intimidating. This presentation makes sense of the different parts and items of the classic 5 financial statements.</i>
4:15 PM	Draws, Housekeeping items & Adjournment	St. Andrew's Hall
4:15 PM – 6:00 PM	<i>Please join your industry colleagues and our Sponsors for a</i> <b><i>Cocktail Reception</i></b>  <b>FREE EVENING: 6:00 PM onwards</b>	St. Andrew's Lounge



St. Andrew's Club & Conference Centre  
 CIU Education Seminar - DAY 2 – Tuesday, January 19, 2016

8:00 AM – 9:00 AM	Registration & Breakfast	St. Andrew's Lounge
9:00 AM	Opening Remarks	St. Andrew's Hall ~ Seminar Sessions
9:00 AM – 10:00 AM	<b>THYROID LUMPS – SORTING THE WHEAT FROM THE CHAFF</b> <b>Tim Meagher, MD, FRCPC, FACP, FRCPI</b> <b>Vice President &amp; Medical Director</b> <b>MUNICH RE CANADA</b>	<i>Most Thyroid Lumps are benign however 5% of them are malignant and it is very important to distinguish the facets of this sinister minority.</i>
10:00 AM – 10:30 AM	Networking & Refreshments Break	St. Andrew's Lounge
10:30 AM – 11:30 AM	<b>URINE ABNORMALITIES: UNDERLYING PATHOLOGY AND UNDERWRITING APPROACH</b> <b>Georgiana Pascutiu, MD, LMCC, DBIM, AALU</b> <b>Medical Director</b> <b>Retail and Affinity Markets</b> <b>Manulife</b>	<i>Dr. Pascutiu takes underwriters through a series of case studies relating urine readings to the presentation of various complex diseases from primary glomerulonephritis, Alport's Syndrome and Berger's disease, to lupus, ADPKD and diabetic nephropathy. Implications for mortality and morbidity, as well as guidelines for prevention and management will also be discussed.</i>
11:30 AM – 12:15 PM	<b>OMG – UNDERWRITING LEADERSHIP!!!!</b> <b>Bill Berthiaume,</b> <b>Underwriting Manager</b> <b>LOGiQ<sup>3</sup></b>  <b>Merv Gillson, FALU, FLMI, ALHC</b> <b>Senior Underwriting Specialist &amp; Claims</b> <b>Manager</b> <b>LOGiQ<sup>3</sup></b>	<i>According to the 2014 ALU Life Underwriter Census, there could possibly be a 23% decrease in underwriters in five years or so. <b>B4YKI</b> that could also translate into fewer underwriting leaders. If so, who will be the new underwriting leaders? <b>INPO</b> Bill and Merv will share some fun views on this topic. Using acronyms? <b>WTH?</b></i>
12:15 PM – 1:15 PM	<i>CIU Hosted Luncheon</i>	S2 – Edinburgh Room
1:15 PM – 2:00 PM	<b>SI – UNDERWRITING AT CLAIM TIME</b> <b>Olivier Courteaux, PhD</b> <b>Director, Underwriting</b> <b>Optimum Reassurance Inc.</b>	<i>Many companies are turning to Simplified Issue products in order to decrease acquisition costs and improve turnaround time. Does this mean underwriting at the end instead of the beginning?</i>
2:00 PM -2:30 PM	Networking & Refreshments Break	Sr. Andrew's Lounge
2:30 PM - 3:30 PM	<b>UNDERWRITING 2.0: LEVERAGING THE POWER OF THE INTERNET IN UNDERWRITING</b>  <b>Rochelle Fernandes, MSc., FLMI, FALU</b> <b>Underwriting Consultant (Large Case and Aligned Team) Individual Insurance</b> <b>The Canada Life Assurance Company</b>  <b>Bill Ness, FALU, FLMI, ACS</b> <b>Underwriting Specialist</b> <b>Individual Life Underwriting &amp; NB</b> <b>The Canada Life Assurance Company</b>	<i>Come learn how you can harness the power of the Internet as you face the fast-paced challenges that come our way. Unleash the power of the internet... Join Rochelle and Bill for this fascinating topic....      All you ever wanted to know about using the internet in your day to day underwriting... and more!</i>
3:30 PM	Draws, Housekeeping Announcements Closing Remarks ~ Adjournment	St. Andrew's Hall