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TODAY!

# INNOVATIVE STRATEGIES FOR THE P&C INDUSTRY

The CIAA Advanced Course  
May 26 - 31, 2019  
Nottawasaga Inn Resort, Alliston, ON

[www.ciaa.org](http://www.ciaa.org)

Canadian Insurance Accountants



# INNOVATIVE STRATEGIES FOR THE P&C INDUSTRY

The CIAA Advanced Course  
May 26 - 31, 2019  
Nottawasaga Inn Resort



Join industry experts, along with guest speakers, in this week-long intensive program designed for managers and executives in the property and casualty industry.

## Who Should Attend?

This course is relevant to financial and operational managers and executives who are now being asked to play an expanded role in developing and executing strategy that requires liaising with other departments to be successful.

Participants gain an understanding of the operations and perspectives of each department of an insurer. With such knowledge, the participants can develop innovative strategies to enhance the competitiveness of their organizations.

Held only every two years, this advanced course has attracted more than 300 attendees since 1994.

## Course Objectives

By participating in this course you will:

- gain an understanding of the strategic issues facing the P&C industry today
- examine industry trends and challenges
- learn about different elements of insurance companies outside your area of expertise
- participate in in-depth discussions of the major components of a P&C company
- learn about the inter-relationships of different departments and stakeholders and why managing them effectively is important
- engage with industry leaders and experts in an informal and interactive setting
- network with peers in the industry

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## Are you a CPA?

This program could qualify for your professional development/continuing education requirements. Contact your association for further information

## Your Business Program

1. Strategic Planning: Understanding the Environment
  - The big picture: overall perspective of current P&C industry
2. Regulatory Developments
  - Overview of the federal and provincial regulatory environments of the P&C industry
  - Implications of potential future changes
3. Enterprise Risk Management
  - Discussion of Enterprise Risk Management (ERM)
4. Claims Management and Actuarial
  - Inter-relationship between actuarial, claims, and finance
    - Claims structure and the life of a claim
    - Financial issues in actuarial reserving, including market values for assets, discounting, and asset/liability matching
    - Relationship of reserving to pricing
    - Estimation of future claims
    - Fraud
5. Product Pricing: Strategic Implications
  - Concepts and applications of product pricing
  - Estimation of future claims and expenses
  - Principles of pricing equity among classes of risks
  - Risk/return trade-off of various portfolios
  - Management of assets and liabilities
  - Cash flow considerations underlying insurance coverage

Register online: [www.ciaa.org](http://www.ciaa.org)

[info@ciaa.org](mailto:info@ciaa.org)  
416 494 1440 ext. 232

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## 6. The Role of Reinsurance

- A summary of reinsurance practices in Canada
- Global aspects of reinsurance
- Reinsurance and the state of Canadian insurance law and regulation
- Catastrophic reinsurance and alternative risk transfer
- Impact of the alternative capital market on reinsurance

## 7. Underwriting

- Strategic role of underwriting within the organization
- Look at the historical context and changing social environment
- Understanding traditional methods of underwriting

## 8. Financial Management: Finance as a Business Partner

- Supporting strategy and decision making
- Engaging with other departments
- Exploring multiple financial perspectives, reports and metrics
- Implications of IFRS 17 to the organization

## 9. Investment Management

- Investment policy and strategy considerations
- Managing investments for asset/liability matching
- Strategies to increase portfolio diversification and income

## 10. Sales and Distribution

- Distribution channel options and implications
- Online/Digital Strategy

## 11. Information Technology: Innovations, Risks and Rewards

- What is innovation in the P&C industry?
- Strategic role of IT systems to supply competitive advantages
- Key IT risks for P&C insurers

## 12. Managing Human Capital

- Diversity in the workplace

## Questions?

Please contact the CIAA office by email: [ciaa@ciaa.org](mailto:ciaa@ciaa.org) or telephone: T. 416 494 1440 ext. 232

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## Program Format & Location

- This five-day residential program will be held at the Nottawasaga Inn Resort, Alliston, Ontario, beginning on Sunday night at 4 pm and concluding Friday after lunch. A variety of instruction methods will be used, from presentations and panel discussion with leading industry experts, to interactive sessions and group activities, including a computer simulation model which encourages friendly competition.
- Sessions will be held throughout the day. Evening networking and social activities are also planned. We schedule time for you to keep in touch with the office or take advantage of the Resort's amenities.
- The Nottawasaga Inn Resort is an easy 45- minute drive north of Toronto and the airport. Nestled within 575 acres in the picturesque Nottawasaga Valley, it offers comfortable guest rooms and conference facilities, as well as a fully-equipped fitness centre, indoor pool, squash and racquetball courts, sauna and whirlpool and a 45-hole golf course.
- Participants will have individual guest rooms with meals provided at the Resort. For those wishing to spend extra time at the Resort, please contact the Resort directly.

## Registration Fees

- Fee for the five-day program is \$3,200.00 (+HST). The fee includes all instruction and study materials, as well as accommodations and meals. All incidentals are at the participant's expense. Participants will be expected to reside at the Resort for the duration of the course.
- Register on-line at [www.ciaa.org](http://www.ciaa.org)

## About the CIAA

Founded in 1934, the CIAA promotes the study, research and development of financial management and insurance accounting through professional development.

Membership offers a voice for insurance accountants in the P&C industry, as well as reduced rates to:

- Regular breakfast seminars and courses
- Our Annual Fundamentals of Accounting Course: June 9th - 14th, 2019, Nottawasaga
- Our Annual Conference: Sept 15th - 18th, 2019, Saskatoon, SK

Register online at: [www.ciaa.org](http://www.ciaa.org)

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