

**Editor: Ken Wasiuta**  
*(from my cabana near the beach!)*

## Manitoba Chapter January/February Newsletter



### NEXT MARIMS MEETING

**TUESDAY, FEBRUARY 25, 2020**

**BERGMANN'S ON LOMBARD**  
6th FLOOR - 167 LOMBARD AVENUE, WINNIPEG

**PROGRAM:**           12:00 NOON WELCOME  
                          12:15 PM     LUNCH  
                          12:30 PM     PRESENTATION  
                          1:30 PM     ADJOURNMENT

**COST:**                **\$30 MEMBERS & \$35 GUESTS (includes GST)**  
**Registration #862656253**

**RESERVATIONS:**   **By Noon, Friday – February 21, 2020**  
Tessie Magnaye at 204-945-1917 or [irm.general@gov.mb.ca](mailto:irm.general@gov.mb.ca)  
(Note: If paying by cash, exact change is appreciated. No shows will be asked to pay the cost of their lunch.)

**SPEAKER:**           **David Edgar, CIP, Senior Vice President,**  
**Public Sector Leader (Canada)**  
**Aon Reed Stenhouse Inc.**



**PROGRAM:** This Month's timely topic is: **State of the Market 2020**

**From blockchain to artificial intelligence, technology is changing our world. As industries are evolving, the insurance industry is using data and analytics to help spark innovation. Weather volatility, chronic climate risk, volcanic eruptions, evolving terrorism landscapes and the internet of things and social media – what are we in for in 2020?**

David is responsible for leadership of public sector account executive and client service teams in Canada. Accountable for business plan development, execution and ultimate result. He began his career in Winnipeg in 1983 and has held several positions with Aon in Winnipeg, Vancouver and Toronto. David left Aon to start up QBE's Canadian branch utilizing the Lloyd's franchise license to deliver specialty product underwriting and claims services across Canada. Returning to Aon and to Winnipeg in 2018, he works closely with the National team to consult with the public sector including Indigenous communities to assess, mitigate and transfer risk to remove volatility from the public entity's balance sheets.

**Crawl out from your cold cubicle and join us to be well informed on this trending topic!**

## Other Events of note:

# Introduction to Umbrella Insurance

## WEBINAR

Winnipeg, MB

**Date and Time: February 27, 2020 11:00 AM - 1:00 PM CDT**

The Introduction to Umbrella Insurance webinar is addressed to all industry professionals who want to learn the essentials of this coverage. The session will begin with an overview of what the coverage entails. We will then discuss who needs the coverage, what is included in the coverage and how to underwrite an application. We will discuss how to understand all of the aspects and common underwriting flags to look for. Both personal and commercial lines will be addressed.

This seminar will be very informative for Agents, Brokers and Underwriters.

**Date:** Thursday, February 27 2020

**Time:** 11:00 AM - 1:00 PM CDT

**Presenter:** Melanie Needham, CIP, CRM

**Registration Deadline:** Monday, February 24 2020

# Fundamentals of Financial

## WEBINAR

Winnipeg, MB

**Date and Time: February 28, 2020 11:00 AM - 1:00 PM CDT**

In addition to discussing current case law regarding certificates of insurance, cover notes, binders and other ancillary insurance documents, this seminar will focus on how to achieve greater efficiency and minimize paperwork, how to manage customer expectations and suggestions for controlling errors and omissions exposures. The facilitator will provide suggestions for eliminating the use of certificates of insurance as much as possible and educating clients to harmonize the service relationship when it comes to paperwork.

This seminar will be very informative for Agents, Brokers and Underwriters.

**Date:** Friday, February 28, 2020

**Time:** 11:00 AM - 1:00 PM CDT

**Presenter:** Melanie Needham, CIP, CRM

**Registration Deadline:** Tuesday, February 25, 2020

## [CHECK OUT THIS LINK FOR MORE INFO...](#)

**MARIMS Vision:** To be recognized as a strong, vibrant, inclusive association promoting all aspects of Risk Management.

**MARIMS Mission:** To promote the growth and development of Risk Management through education and networking.