

Protection Review e-bulletin

No.10 – October 2010

Welcome to our 10th e-bulletin, which includes all the latest Protection Review news and views.

Independent protection training

- As you may have seen in last week's trade press we are currently in discussion with PFS to launch national independent protection training as part of new campaign to improve knowledge and understanding of the industry at all levels
- The training will cover all aspects of the market on an interactive basis including products, underwriting, claims, regulation, sales and technology
- As well as intermediaries the training will be open to other sectors of the market including life office staff, para-planners, the media and more
- One of our key aims is for this training to be delivered by independent experts, including intermediaries, without promoting any specific products or companies
- We are currently building the training content and welcomes ideas and input from across the industry – [just reply to this email with your ideas and suggestions](#)
- We are also looking for IFAs who are experts in protection who may wish to be involved

Latest online content – new blogs

- Willie Hamilton talks about rising medical costs, Alan Newman discusses personal finance training, Peter Barnett goes a bit Noel Edmonds on us while Mr Gillman and Mr Friend debate The Equality Act
- See <http://www.protectionreview.co.uk/pages/blogs> to read the blogs

Blog quote of the week: *“When I listen to these assertions and read these documents I ask myself, “Do these people listen to themselves? Do they ever put themselves in the position of ‘the consumer’ and look at the world through her eyes?” Then I say to myself (because I am articulate), “This is so much tosh and self-serving bull.”*

e-Protection Review

- The latest edition of our online protection publication discusses the potential market impacts of the recent Comprehensive Spending Review
- Commenting in the piece Peter Le Beau said *“It's not only taxi drivers and pub bores who want to see more people actively seeking and finding appropriate work (if there is any). Most reasonable people are sympathetic to Professor Sir Mansel Aylward's profoundly held belief that ‘Work is good for you’.”*

- What do you think? Go online or reply to this email with your views and we'll publish the best ones next time around

Online access

- To gain full access to all of our online content please register on our forum page www.protectionreview.co.uk/forum
- By registering you will be able to participate in all forum discussions and as well as accessing other content including e-Protection review online
- Where possible please use 'firstname.surname' as the format for your username and contact Joanne Miller at jo@lebeauvisage.co.uk with any questions

And don't forget the date – June 23rd for next year's conference and dinner (TBC).

All the latest Protection Review news can be found at www.protectionreview.co.uk

All the best,
Kevin, Peter & Andy