

## **Protection Review e-bulletin**

### **No.11 – November 2010**

Welcome to our 11<sup>th</sup> e-bulletin, which includes all the latest Protection Review news and views.

#### **Independent protection training**

We are pleased to confirm that so far the following companies have signed up to support the first phase of our protection training initiative with the PFS: Aegon, Bright Grey, Scottish Provident, Fortis, L&G, LV=, PruProtect, Zurich, Exeter Friendly, Cirencester Friendly, Munich Re, Scor, Hannover Re, Swiss Re, Gen Re, RGA & Pacific Life Re. We hope to add more companies in the coming weeks and months.

Roger Edwards of Bright Grey, one of the first companies to support the idea, said: “It’s so important that we all pull together and help support initiatives like this to increase the profile of the protection industry. By getting behind this we can really increase the importance of protection so that advisers instinctively put their clients’ protection needs ahead of anything else and help them build a solid foundation for all their financial needs.”

We are now building the training as well as planning dates and locations. If you’ve not yet done so please do contact us with any feedback or suggestions you may have.

#### **Limited number of tables at next year’s dinner**

As per previous bulletins we are limiting the number of tables at this year’s dinner. Many tables have already been taken so if you don’t want to miss out before the VAT increase applies please email us asap.

Next year’s venue will be the Landmark Hotel in Marylebone on June 23<sup>rd</sup>.

#### **Latest online content – new blogs**

- Phillip Cooke talks about contract spirit as well as law, while Neil Sharp tells us that failure is not an option
- See <http://www.protectionreview.co.uk/pages/blogs> to read the blogs

***Blog quote of the week:*** “we live in an age where the advancement of information technology has placed us in a position where we can create new ways of doing things quickly and dynamically on an industrial scale. It is often said that the protection industry lacks dynamism and innovation. However, armed with the ability to fundamentally change the operating model and the customer experience, any business that sets its collective

*minds to it can, I believe, innovate, reduce costs and make the lives of customers and the people working for the business better.”*

### **Online access**

- To gain full access to all of our online content please register on our forum page [www.protectionreview.co.uk/forum](http://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](mailto:jo@lebeauvisage.co.uk) with any questions

All the latest Protection Review news can be found at [www.protectionreview.co.uk](http://www.protectionreview.co.uk)

All the best,  
Kevin, Peter & Andy