



Welcome to our 17<sup>th</sup> e-bulletin, which includes all the latest Protection Review news and views.

## **NEW WEBSITE**

- Our new website is now live at [www.protectionreview.co.uk](http://www.protectionreview.co.uk)
- It includes a number of new features including interviews, blogs, surveys and much more
- The latest poll is on whether or not age and disability could follow the gender ruling, click here to add your view <https://ECJinthefuture.questionpro.com>
- Please do let us know what you think...

## **2011 Conference**

- We are very excited to confirm the full conference program as below, which now includes both Otto Thoresen and Ned Cazelet
- If you have not yet registered please contact [jo@lebeauvisage.co.uk](mailto:jo@lebeauvisage.co.uk) asap – or you can register on the new website

## **'An Industry on the Margins'**

**0830** Coffee & Registration

**0900** Opening Address: Jonathan Gunby, NMG

**0920** Session One - Improving the messages; what practical lessons have we learned for advertising, communications and social media?

Chaired by Kevin Carr, Protection Review

Speaker - Louise Colley, Aviva

Panel: Lucian Camp, Tangible Financial/Peter Chadborn, Plan Money/Annie Shaw, Freelance Journalist/Alex King, Pacific Life Re/Roger Edwards, Bright Grey

**1035** Coffee Break

**1100** Session Two - The changing role of the employer in providing protection

Chaired by Andy Couchman, Protection Review

Speaker - Paul Avis, Canada Life and Katharine Moxham, GRiD

Panel: Karen Gamble, Heath Lambert/Paul White, Enrich/John O'Neill, PartnerRe

**1215** Lunch

**1315** "And now for something completely different....."

**1330** Session 3 - Delivering results; why distribution and technology will be key going forward

Chaired by Warren Copp, Pacific Life Re

Speaker - Ned Cazalet, Cazalet Consulting

Panel: Kenn Herskind, Defaqto/Michael Aldridge, London & Country /Steve Parkinson, Capita/Stuart Paton Evans, Hannover Life Re

**1445** Tea Break

**1510** Session 4 - Politics and Protection

Chaired by Peter Le Beau, Protection Review

Speaker - Otto Thoresen, ABI

Panel: Jules Constantinou, Gen Re/Tom Baigrie, LifeSearch/Paul McMillan, Money Marketing/ Mark Jones, LV=/ John LoCascio, Prudential Financial, USA/Nick Kirwan, ABI

**1625** Closing speaker: Dr Bill Gunnyeon, Chief Medical Adviser, Department of Work and Pensions, The Health of the Nation

**1700** CLOSE

**Latest online content – new blogs**

- Peter Barnett demonstrates that knowledge is power, Helen Tilley of Kennedy's Law comments on the recent Gender Directive, plus don't miss Louise Colley's 5 question interview
- See <http://protectionreview.co.uk/blog> to read the blogs

***Blog quote of the month:*** "If we are to succeed in this recession in providing this newly emerging client mix with relevant products and services, then our segmentation and understanding of what they are bringing to the table, by way of economic status, attitude and expectations, must be strengthened."

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