

## Protection Review e-bulletin

### No.9 – August 2010

Welcome to our 9<sup>th</sup> e-bulletin, which includes all the latest Protection Review news and views.

#### Plans for 2011

- We are currently discussing a number of changes and improvements for 2011, including a potential new venue, but one thing agreed is that next year's dinner will be limited to just 35 tables – and all dinner guests will now receive a free copy of the annual Protection Review book on the night
- Research, training, product reviews... You name it and we probably have plans to do it
- 2011 will be a big year for Protection Review and next year's conference and dinner are pencilled in for **June 23<sup>rd</sup>** (TBC)

#### Latest online content – new blogs

- Jim Harris looks at the claims process, Lucian Camp grapples with the use of industry terminology, Stephen Walker considers the importance of PR and Phil Veale remind us that protection products are sold and not bought
- See <http://www.protectionreview.co.uk/pages/blogs> to read the blogs
- And if you haven't already, you can see pictures from this year's awards at <http://www.protectionreview.co.uk/dinner.php>

*Blog quote: "I never cease to be amazed to hear how claims departments in the Protection Industry are denied access to proper funding! There seems to be limitless funds for the new business end of the market, commission paid to introducers at, in some instances, more than 150% of premium and no end of incentives to encourage sales across a broad range of protection products."*

#### Survey competition winner

- Congratulations to Stewart Benson of Acorn Financial services in Stoke on Trent who was recently presented with his Mont Blanc pen by Tim Crossley of Fineos.
- Stewart's name was picked electronically at random by the PFS computer from all respondents to this year's PFS/Protection Review survey in association with Fineos.

#### 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