



*The*  
Insurance  
Institute

**Autumn/Winter 2017**  
CPD Schedule

CPD



# CPD Series Autumn/Winter 2017

**Location:** Chartered Accountants House, 47-49 Pearse Street, Dublin 2

<p>Thu 14 Sep, 1pm CPD: 1 Hour</p> <p>5</p>	<h2>Leading a Sustainable Safety Culture</h2> <p>Many businesses face challenges when creating and sustaining a safety culture. This lecture will cover the problems with traditional health and safety approaches, including the 14 attitudes that lead to unsafe behaviour in the workplace. Using case studies, the speaker will offer effective risk management solutions, highlighting how businesses can stand out from the crowd in this area.</p>	<p><b>SPEAKER</b></p> <p><b>Dr Paul Cummins</b> <i>Managing Director</i> SeaChange Ltd.</p>
<p>Thu 21 Sep, 1pm CPD: 1 Hour</p> <p>4 5</p>	<h2>Safes: Identification and Risk Assessment</h2> <p>Safes are essential elements, both for businesses dealing with large cash flows, as well as for households with valuable contents. This lecture will cover the aspects of safe testing and certification under European regulations. Discussing the different types of safes available, the speaker will give a check list for correctly identifying and installing safes. This lecture will also dispel some of the industry myths and misunderstandings and will give attendees an insight into some of the fraudulent labels and marks to look out for.</p>	<p><b>SPEAKER</b></p> <p><b>Alan Redd</b> <i>Managing Director</i> Certified Safes Ireland</p>
<p>Thu 28 Sep, 1pm CPD: 1 Hour</p> <p>4 5</p>	<h2>Litigation overview 2017</h2> <p>With ever increasing demands on your time, keeping up with all of the relevant developments in litigation from a claims perspective can be difficult. The speaker will address recent developments in litigation, analysing key cases that have taken place over the last 12 months and assessing the impact they will have for insurers and their customers.</p>	<p><b>SPEAKER</b></p> <p><b>Killian O'Reilly</b> <i>Partner</i> McDowell Purcell</p>
<p>Wed 11 Oct, 1pm CPD: 1 Hour</p> <p>1 2 4 5 6 A U C</p>	<h2>Key updates in the financial services market</h2> <p>This two-part lecture will focus on both claims before the Financial Services Ombudsman (FSO) and regulatory investigations being conducted by the Central Bank of Ireland. First, the speaker will discuss the process of bringing a claim before the FSO, the investigation process and the right of appeal to the High Court. The lecture will then shift its focus to regulatory investigations, covering the inquiry phase, settlements, future trends and the Irish Financial Services Appeals Tribunal.</p>	<p><b>SPEAKER</b></p> <p><b>John O'Riordan</b> <i>Partner</i> Dillon Eustace</p>
<p>Tue 14 Nov, 1pm CPD: 1 Hour</p> <p>1 2 A U C</p>	<h2>Life and Pensions: The impact of new regulations</h2> <p>The Irish Consumer Insurance Contracts Bill proposes a series of amendments to insurance law. The speakers will cover how these amendments may affect life and pension products and consumers, providing insights into how they will work together with changes already invoked by the UK Insurance Act 2015.</p>	<p><b>SPEAKERS</b></p> <p><b>Jane Kenneally</b> <i>Associate Professional</i> <i>Indemnity Solicitor</i> DAC Beachcroft</p> <p><b>Niamh McKeever</b> <i>Consultant</i> DAC Beachcroft</p>



# CPD Series Autumn/Winter 2017

**Location:** Chartered Accountants House, 47-49 Pearse Street, Dublin 2

<p>Tue 21 Nov, 1pm CPD: 1 Hour</p> <p>4 6</p>	<p><b>Health insurance: helping your customers through the quagmire</b></p> <p>In a constantly changing health insurance market, the speaker will provide updates from three perspectives; health insurers and new cost drivers; intermediaries and the challenges associated with giving advice; and how consumers can find the best deals. This lecture will also provide an outlook in terms of regulation, competition, medical inflation, government policy and other key factors.</p>	<p><b>SPEAKER</b></p> <p><b>Dermot Goode</b> <i>Director</i> Total Health Cover</p>
<p>Thu 23 Nov, 1pm CPD: 1 Hour</p> <p>5</p>	<p><b>Employment Law Developments 2017</b></p> <p>This lecture will discuss a number of hot topics that have faced employers this year. From whistleblowing and protected disclosures, to the issue of the legality of compulsory retirement, the speaker will give an overview of key updates to employment law. Finally, an insight into developments in employment status and new employment models will be provided.</p>	<p><b>SPEAKER</b></p> <p><b>Barry Walsh</b> <i>Partner</i> McDowell Purcell</p>
<p>Thu 30 Nov, 1pm CPD: 1 Hour</p> <p>1 4 5 A U C</p>	<p><b>A guide to investigating insurance fraud</b></p> <p>Insurance fraud is a growing issue in Ireland and this lecture will focus on how organisations can ensure their compliance when conducting fraud investigations for the ultimate benefit of their consumers. The speakers will look into the motivation behind insurance fraud, offering practical steps that the industry can take to combat fraudulent claims through surveillance. Finally, the question of ethics in fraud investigations will be discussed.</p>	<p><b>SPEAKERS</b></p> <p><b>David Ryan</b> <i>Managing Director (Ireland)</i> G4S</p> <p><b>David Snow</b> <i>Director, Business Development</i> G4S</p>

## Categories

- 1 Life Assurance
- 2 Pensions
- 3 Savings and Investments
- 4 Personal General Insurance
- 5 Commercial General Insurance

- 6 Private Medical Insurance & Associated Insurances
- 7 Housing Loans, Home Reversion Agreements & Associated Insurances
- 8 Consumer Credit & Associated Insurances
- 1-8 All of Categories 1- 8

## Other

- A Diploma in Life Administration
- U Diploma in Life and Disability Underwriting
- C Diploma in Life and Disability Claims
- CFE Ethics

For full terms and conditions  
[please click here](#)



# CPD Series Autumn/Winter 2017

**Location:** Maryborough Hotel, Douglas, Cork

Tue 26 Sep, 8.30am  
CPD: 1 Hour

5

## Leading a Sustainable Safety Culture

Many businesses face challenges when creating and sustaining a safety culture. This lecture will cover the problems with traditional health and safety approaches, including the 14 attitudes that lead to unsafe behaviour in the workplace. Using case studies, the speaker will offer effective risk management solutions, highlighting how businesses can stand out from the crowd in this area.

### SPEAKER

**Dr Paul Cummins**  
*Managing Director*  
SeaChange Ltd.

Tue 26 Sep, 9.30am  
CPD: 1 Hour

4

5

## Low velocity impact claims

The review will look at recent case law and developments in the area of low velocity impact type collisions. In particular the judicial interpretation and the decreased willingness of the judiciary to correlate the level of collision to relative injury, will be discussed. The speaker will review the necessary steps required by a defendant to successfully defend such cases and how such measures can, in some instances, still not lead to exoneration for defendants, notwithstanding the most minor of impacts.

### SPEAKER

**Brendan O'Connell**  
*Partner*  
Ronan Daly Jermyn

Tue 26 Sep, 10.45am  
CPD: 1 Hour

4

5

## Safes: Identification and Risk Assessment

Safes are essential elements, both for businesses dealing with large cash flows, as well as for households with valuable contents. This lecture will cover the aspects of safe testing and certification under European regulations. Discussing the different types of safes available, the speaker will give a check list for correctly identifying and installing safes. This lecture will also dispel some of the industry myths and misunderstandings and will give attendees an insight into some of the fraudulent labels and marks to look out for.

### SPEAKER

**Alan Redd**  
*Managing Director*  
Certified Safes Ireland

Tue 26 Sep, 11.45am  
CPD: 1 Hour

4

5

## Forensic collision investigations

Vehicle collisions happen within seconds, but understanding their cause and contributory factors requires a methodical yet open-minded approach. This lecture explains the science behind forensic collision reconstruction, along with the collection and interpretation of collision data. The process of acquiring 'scene and vehicle data' and testing this with witness evidence will be discussed. Using case studies from both fatal or life changing events and low speed incidents, the speaker will showcase methods to further these investigations. Forensic awareness of other sources of data such as 'dashcams', 'CCTV', 'Sat Nav's', 'Tachographs' and vehicle 'event data recorder' will be explained.

### SPEAKER

**Tony Kelly**  
*Forensic Collision Investigator  
and Training Coordinator*  
Collision Consulting

## Evening CPD Event

Thu 28 Sep, 6pm  
CPD: 1 Hour

1-8

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## GDPR: A game-changer for business

The General Data Protection Regulation (GDPR) will apply to the processing of personal data from May 2018. The Data Protection Commissioner has described this as a "game-changer" for data protection. This lecture will discuss the main changes that the application of this new regulation will bring for businesses and their customers, along with the changes to the Data Protection Bill 2017.

### SPEAKER

**Denis Kelleher**  
*Senior Legal Adviser*  
Central Bank

*This lecture is presented in  
association with ACOI*



# CPD Series Autumn/Winter 2017

**Location:** Maryborough Hotel, Douglas, Cork

<p><b>Tue 3 Oct, 8.30am</b> CPD: 1 Hour</p> <p><b>4 5</b></p>	<p><b>Emerging Trends: Challenges and Opportunities</b></p> <p>The speaker will discuss the challenges and opportunities of emerging trends in the general insurance market. Key areas covered will include the impact of financial challenges, legal and regulatory issues on consumers and insurance market operators. The speaker will also discuss the ongoing drive to provide insurance solutions for new and developing risks.</p>	<p><b>SPEAKER</b></p> <p><b>Jim Duncan</b> <i>General Manager, Ireland Chubb</i></p>
<p><b>Tue 3 Oct, 9.30am</b> CPD: 1 Hour</p> <p><b>4 5</b></p>	<p><b>Insurance Distribution Directive: what it means for the industry</b></p> <p>This lecture will give an overview of the changes proposed by the Insurance Distribution Directive (IDD). The IDD will make changes to the rules applicable to almost every intermediary involved in the distribution of insurance, so both insurers and distributors will need to reassess their commercial terms and the disclosures made to customers. The speaker will cover key changes as a result of the IDD, including authorisation, customers' best interests and product governance.</p>	<p><b>SPEAKER</b></p> <p><b>Gráinne Callanan</b> <i>Senior Associate, Corporate Insurance and Financial Institutions Group Matheson</i></p>
<p><b>Tue 3 Oct, 10.45am</b> CPD: 1 Hour</p> <p><b>5</b></p>	<p><b>Construction &amp; Energy (C&amp;E) – Lecture 2 – Covers in Focus</b></p> <p>Following on from the Construction &amp; Energy (C&amp;E) Projects lecture delivered last year, lecture 2 in the series will circle back on the key points covered in lecture 1, before exploring in more detail the key aspects of policy cover for contractors 'all risks', erection 'all risks', delay in start up and liability insurance attaching to project business. The speakers will then highlight some potential coverage gaps that are commonly overlooked and put forward some sample claims that have arisen in these areas.</p>	<p><b>SPEAKERS</b></p> <p><b>Thomas Byrne</b> <i>Senior Underwriter Liberty Insurance</i></p> <p><b>Paul Sherry</b> <i>Senior Liability Underwriter Liberty Insurance</i></p>

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## Other

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- U** Diploma in Life and Disability Underwriting
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- IFP** Ethics

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# CPD Series Autumn/Winter 2017

**Location:** Chartered Accountants House, 47-49 Pearse Street, Dublin 2

<p><b>Wed 13 Sept, 8am</b> CPD: 1 Hour</p> <p>1-8 A U C</p>	<p><b>GDPR: An ethical perspective</b></p> <p>The digital age has revolutionised the insurance sector, with new ways to gather data, price insurance policies and investigate potential fraud. However, this raises ethical questions about how to collect and store information, with customers becoming increasingly concerned about the exploitation of their personal data. The upcoming EU General Data Protection Regulation (GDPR) is being introduced to meet some of these concerns and this lecture will cover ethical questions arising from current processing of personal data in the Irish insurance industry, as it begins to implement GDPR rules.</p>	<p><b>SPEAKER</b></p> <p><b>Ellen Keane</b> <i>Partner</i> DWF</p>
<p><b>Wed 20 Sept, 8am</b> CPD: 1 Hour</p> <p>4 5</p>	<p><b>Emerging Trends: Challenges and Opportunities</b></p> <p>The speaker will discuss the challenges and opportunities of emerging trends in the general insurance market. Key areas covered will include the impact of financial challenges, legal and regulatory issues on consumers and insurance market operators. The speaker will also discuss the ongoing drive to provide insurance solutions for new and developing risks.</p>	<p><b>SPEAKER</b></p> <p><b>Jim Duncan</b> <i>General Manager, Ireland</i> Chubb</p>
<p><b>Wed 27 Sept, 8am</b> CPD: 1 Hour</p> <p>1-8 A U C</p>	<p><b>Blockchain: what you need to know</b></p> <p>Over the past year there has been a lot of conversation on Blockchain and a common theme to emerge is that the world of insurance should take note, as this technology has the potential to disrupt insurance design, pricing, distribution to consumers and administration. The speaker will seek to explain – in a non-technical way – what insurance professionals should be aware of in relation to Blockchain.</p>	<p><b>SPEAKER</b></p> <p><b>Caitriona Somers</b> <i>Independent Non Executive Director</i></p>
<p><b>Wed 18 Oct, 8am</b> CPD: 1 Hour</p> <p>5</p>	<p><b>Construction &amp; Energy (C&amp;E) – Lecture 2 – Covers in Focus</b></p> <p>Following on from the Construction &amp; Energy (C&amp;E) Projects lecture delivered last year, lecture 2 in the series will circle back on the key points covered in lecture 1, before exploring in more detail the key aspects of policy cover for contractors 'all risks', erection 'all risks', delay in start up and liability insurance attaching to project business. The speakers will then highlight some potential coverage gaps that are commonly overlooked and put forward some sample claims that have arisen in these areas.</p>	<p><b>SPEAKERS</b></p> <p><b>Thomas Byrne</b> <i>Senior Underwriter</i> Liberty Insurance</p> <p><b>Paul Sherry</b> <i>Senior Liability Underwriter</i> Liberty Insurance</p>
<p><b>Wed 25 Oct, 8am</b> CPD: 1 Hour</p> <p>4 5</p>	<p><b>Forensic collision investigations</b></p> <p>Vehicle collisions happen within seconds, but understanding their cause and contributory factors requires a methodical yet open-minded approach. This lecture explains the science behind forensic collision reconstruction, along with the collection and interpretation of collision data. The process of acquiring 'scene and vehicle data' and testing this with witness evidence will be discussed. Using case studies from both fatal or life changing events and low speed incidents, the speaker will showcase methods to further these investigations. Forensic awareness of other sources of data such as 'dashcams', 'CCTV', 'Sat Nav's', 'Tachographs' and vehicle 'event data recorder' will be explained.</p>	<p><b>SPEAKER</b></p> <p><b>Tony Kelly</b> <i>Forensic Collision Investigator and Training Coordinator</i> Collision Consulting</p>



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**Location:** Chartered Accountants House, 47-49 Pearse Street, Dublin 2

<p>Wed 1 Nov, 8am CPD: 1 Hour</p> <p>1-8 A U C</p>	<p><b>Navigating the Brexit challenge</b></p> <p>Brexit represents a significant challenge for the Irish insurance sector. This lecture will deliver insights into developments emerging from the Brexit negotiations, which impact on insurers, brokers and consumers. The speaker will discuss the implications of the anticipated loss by the UK of passporting rights and the likelihood of EU equivalence rules plugging the gap. The speaker will also discuss the Irish insurance authorisation process as well as other approaches to restructuring cross-border insurance businesses to address the risks arising from Brexit.</p>	<p><b>SPEAKER</b></p> <p><b>John Larkin</b> <i>Chairman and Head of Insurance</i> William Fry</p>
<p>Wed 8 Nov, 8am CPD: 1 Hour</p> <p>4 5</p>	<p><b>Low velocity impact claims</b></p> <p>The review will look at recent case law and developments in the area of low velocity impact type collisions. In particular the judicial interpretation and the decreased willingness of the judiciary to correlate the level of collision to relative injury, will be discussed. The speaker will review the necessary steps required by a defendant to successfully defend such cases and how such measures can, in some instances, still not lead to exoneration for defendants, notwithstanding the most minor of impacts.</p>	<p><b>SPEAKER</b></p> <p><b>Brendan O'Connell</b> <i>Partner</i> Ronan Daly Jermyn</p>
<p>Wed 15 Nov, 8am CPD: 1 Hour</p> <p>4 5 6</p>	<p><b>Fraud legislation: What you need to know</b></p> <p>This lecture will outline the legislation that exists in relation to insurance fraud in Ireland. The speaker will review recent judgements in this area, discussing the impact that fraudulent claims have had on the market and its consumers. Finally, the lecture will provide practical steps to take where there is a suspicion of fraud, using sample cases to highlight the key aspects.</p>	<p><b>SPEAKER</b></p> <p><b>Elaine Healy</b> <i>Partner</i> Dillon Eustace</p>
<p>Wed 22 Nov, 8am CPD: 1 Hour</p> <p>4 5</p>	<p><b>Fire Risk: Learning from Grenfell</b></p> <p>In the wake of the Grenfell Tower tragedy, questions have been raised over building fire safety across the UK and Ireland. This lecture will look at the lessons that can be learned from this disaster, discussing how poor building regulations and the type of insulation used were major contributory factors in this case. Finally, the speakers will give an overview of the fire safety certification process in Ireland.</p>	<p><b>SPEAKERS</b></p> <p><b>Jim Loughran</b> <i>Commercial Director</i> Kingspan Insulation <b>Alan Macklin</b> <i>Technical Manager</i> Kingspan Insulation</p>

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- CPD Ethics

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# CPD Series Autumn/Winter 2017

**Location:** The Maldron Hotel, Sandy Road, Galway

<p>Wed 13 Sep, 11am CPD: 1 Hour</p> <p>5</p>	<h2>Construction &amp; Energy (C&amp;E) Projects: Covers in Focus</h2> <p>This lecture will outline the key aspects of policy cover in project contractors/erection 'all risks' insurance, along with delay in start up and liability insurance. The speakers will highlight some of the potential coverage gaps that are commonly overlooked and will put forward some sample claims that have arisen in these areas.</p>	<p><b>SPEAKERS</b></p> <p><b>Thomas Byrne</b> <i>Senior Underwriter</i> Liberty Insurance</p> <p><b>Paul Sherry</b> <i>Senior Liability Underwriter</i> Liberty Insurance</p>
<p>Wed 13 Sep, 12pm CPD: 1 Hour</p> <p>4 5</p>	<h2>Safes: Identification and Risk Assessment</h2> <p>Safes are essential elements, both for businesses dealing with large cash flows, as well as for households with valuable contents. This lecture will cover the aspects of safe testing and certification under European regulations. Discussing the different types of safes available, the speaker will give a check list for correctly identifying and installing safes. This lecture will also dispel some of the industry myths and misunderstandings and will give attendees an insight into some of the fraudulent labels and marks to look out for.</p>	<p><b>SPEAKER</b></p> <p><b>Alan Redd</b> <i>Managing Director</i> Certified Safes Ireland</p>
<p>Wed 18 Oct, 11am CPD: 1 Hour</p> <p>1-8 A U C</p>	<h2>Blockchain: what you need to know</h2> <p>Over the past year there has been a lot of conversation on Blockchain and a common theme to emerge is that the world of insurance should take note, as this technology has the potential to disrupt insurance design, pricing, distribution to consumers and administration. The speaker will seek to explain – in a non-technical way – what insurance professionals should be aware of in relation to Blockchain.</p>	<p><b>SPEAKER</b></p> <p><b>Caitriona Somers</b> <i>Independent Non Executive Director</i></p>
<p>Wed 18 Oct, 12pm CPD: 1 Hour</p> <p>1 4 5 A U C</p>	<h2>A guide to investigating insurance fraud</h2> <p>Insurance fraud is a growing issue in Ireland and this lecture will focus on how organisations can ensure their compliance when conducting fraud investigations for the ultimate benefit of their consumers. The speaker will look into the motivation behind insurance fraud, offering practical steps that the industry can take to combat fraudulent claims through surveillance. Finally, the question of ethics in fraud investigations will be discussed.</p>	<p><b>SPEAKERS</b></p> <p><b>David Ryan</b> <i>Managing Director (Ireland)</i> G4S</p> <p><b>David Snow</b> <i>Director, Business Development</i> G4S</p>
<p>Wed 8 Nov, 11am CPD: 1 Hour</p> <p>5</p>	<h2>Leading a Sustainable Safety Culture</h2> <p>Many businesses face challenges when creating and sustaining a safety culture. This lecture will cover the problems with traditional health and safety approaches, including the 14 attitudes that lead to unsafe behaviour in the workplace. Using case studies, the speaker will offer effective risk management solutions, highlighting how businesses can stand out from the crowd in this area.</p>	<p><b>SPEAKER</b></p> <p><b>Dr Paul Cummins</b> <i>Managing Director</i> SeaChange Ltd.</p>



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**Location:** The Maldron Hotel, Sandy Road, Galway

<p>Wed 8 Nov, 12pm CPD: 1 Hour</p> <p>4 5</p>	<p><b>Emerging Trends: Challenges and Opportunities</b></p> <p>The speaker will discuss the challenges and opportunities of emerging trends in the general insurance market. Key areas covered will include the impact of financial challenges, legal and regulatory issues on consumers and insurance market operators. The speaker will also discuss the ongoing drive to provide insurance solutions for new and developing risks.</p>	<p><b>SPEAKER</b></p> <p><b>Jim Duncan</b> <i>General Manager, Ireland</i> Chubb</p>
<p>Wed 8 Nov, 1pm CPD: 1 Hour</p> <p>4 5 6</p>	<p><b>Fraud legislation: What you need to know</b></p> <p>This lecture will outline the legislation that exists in relation to insurance fraud in Ireland. The speaker will review recent judgements in this area, discussing the impact that fraudulent claims have had on the market and its consumers. Finally, the lecture will provide practical steps to take where there is a suspicion of fraud, using sample cases to highlight the key aspects.</p>	<p><b>SPEAKER</b></p> <p><b>Elaine Healy</b> <i>Partner</i> Dillon Eustace</p>

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# CPD Series Autumn/Winter 2017

**Location:** The Strand Hotel, Ennis Road, Limerick

<p>Wed 27 Sep, 10am CPD: 1 Hour</p> <p>5</p>	<h2>Leading a Sustainable Safety Culture</h2> <p>Many businesses face challenges when creating and sustaining a safety culture. This lecture will cover the problems with traditional health and safety approaches, including the 14 attitudes that lead to unsafe behaviour in the workplace. Using case studies, the speaker will offer effective risk management solutions, highlighting how businesses can stand out from the crowd in this area.</p>	<p><b>SPEAKER</b></p> <p><b>Dr Paul Cummins</b> <i>Managing Director</i> SeaChange Ltd.</p>
<p>Wed 27 Sep, 11am CPD: 1 Hour</p> <p>5</p>	<h2>Construction &amp; Energy (C&amp;E) Projects: Covers in Focus</h2> <p>This lecture will outline the key aspects of policy cover in project contractors/erection 'all risks' insurance, along with delay in start up and liability insurance. The speakers will highlight some of the potential coverage gaps that are commonly overlooked and will put forward some sample claims that have arisen in these areas.</p>	<p><b>SPEAKERS</b></p> <p><b>Thomas Byrne</b> <i>Senior Underwriter</i> Liberty Insurance</p> <p><b>Paul Sherry</b> <i>Senior Liability Underwriter</i> Liberty Insurance</p>
<p>Wed 27 Sep, 12.15pm CPD: 1 Hour</p> <p>4 5</p>	<h2>Safes: Identification and Risk Assessment</h2> <p>Safes are essential elements, both for businesses dealing with large cash flows, as well as for households with valuable contents. This lecture will cover the aspects of safe testing and certification under European regulations. Discussing the different types of safes available, the speaker will give a check list for correctly identifying and installing safes. This lecture will also dispel some of the industry myths and misunderstandings and will give attendees an insight into some of the fraudulent labels and marks to look out for.</p>	<p><b>SPEAKERS</b></p> <p><b>Alan Redd</b> <i>Managing Director</i> Certified Safes Ireland</p>
<p>Wed 27 Sep, 1.15pm CPD: 1 Hour</p> <p>4 5</p>	<h2>Forensic collision investigations</h2> <p>Vehicle collisions happen within seconds, but understanding their cause and contributory factors requires a methodical yet open-minded approach. This lecture explains the science behind forensic collision reconstruction, along with the collection and interpretation of collision data. The process of acquiring 'scene and vehicle data' and testing this with witness evidence will be discussed. Using case studies from both fatal or life changing events and low speed incidents, the speaker will showcase methods to further these investigations. Forensic awareness of other sources of data such as 'dashcams', 'CCTV', 'Sat Nav's', 'Tachographs' and vehicle 'event data recorder' will be explained.</p>	<p><b>SPEAKER</b></p> <p><b>Tony Kelly</b> <i>Forensic Collision Investigator and Training Coordinator</i> Collision Consulting</p>
<p>Wed 11 Oct, 11am CPD: 1 Hour</p> <p>1 4 5 A U C</p>	<h2>A guide to investigating insurance fraud</h2> <p>Insurance fraud is a growing issue in Ireland and this lecture will focus on how organisations can ensure their compliance when conducting fraud investigations for the ultimate benefit of their consumers. The speakers will look into the motivation behind insurance fraud, offering practical steps that the industry can take to combat fraudulent claims through surveillance. Finally, the question of ethics in fraud investigations will be discussed.</p>	<p><b>SPEAKERS</b></p> <p><b>David Ryan</b> <i>Managing Director (Ireland)</i> G4S</p> <p><b>David Snow</b> <i>Director, Business Development</i> G4S</p>



# CPD Series Autumn/Winter 2017

**Location:** The Strand Hotel, Ennis Road, Limerick

Wed 11 Oct, 12pm  
CPD: 1 Hour

5

## An introduction to Business Interruption insurance - workshop

This workshop will give participants the opportunity to engage in group practical exercises, which will help explain the main points around Business Interruption insurance. The speaker will explain the purpose of this insurance and the consequences faced by firms of not having a policy. Attendees will learn how gross profit is calculated and how underinsurance can arise. Other topics such as indemnity periods, policy extensions and limits of liability will be covered.

### SPEAKER

**Brendan O'Mahony**  
*Insurance Risk Surveyor*  
O'Mahony Training

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# CPD Series Autumn/Winter 2017

**Location:** The Radisson Blu Hotel, Ballinacra, Rosses Point, Sligo

<p>Thu 14 Sep, 11am CPD: 1 Hour</p> <p>5</p>	<p><b>An introduction to Business Interruption insurance - workshop</b></p> <p>This workshop will give participants the opportunity to engage in group practical exercises, which will help explain the main points around Business Interruption insurance. The speaker will explain the purpose of this insurance and the consequences faced by firms of not having a policy. Attendees will learn how gross profit is calculated and how underinsurance can arise. Other topics such as indemnity periods, policy extensions and limits of liability will be covered.</p>	<p><b>SPEAKER</b></p> <p><b>Brendan O'Mahony</b> <i>Insurance Risk Surveyor</i> O'Mahony Training</p>
<p>Thu 14 Sep, 12pm CPD: 1 Hour</p> <p>4 5</p>	<p><b>Safes: Identification and Risk Assessment</b></p> <p>Safes are essential elements, both for businesses dealing with large cash flows, as well as for households with valuable contents. This lecture will cover the aspects of safe testing and certification under European regulations. Discussing the different types of safes available, the speaker will give a check list for correctly identifying and installing safes. This lecture will also dispel some of the industry myths and misunderstandings and will give attendees an insight into some of the fraudulent labels and marks to look out for.</p>	<p><b>SPEAKER</b></p> <p><b>Alan Redd</b> <i>Managing Director</i> Certified Safes Ireland</p>
<p>Thu 9 Nov, 10am CPD: 1 Hour</p> <p>5</p>	<p><b>Leading a Sustainable Safety Culture</b></p> <p>Many businesses face challenges when creating and sustaining a safety culture. This lecture will cover the problems with traditional health and safety approaches, including the 14 attitudes that lead to unsafe behaviour in the workplace. Using case studies, the speaker will offer effective risk management solutions, highlighting how businesses can stand out from the crowd in this area.</p>	<p><b>SPEAKERS</b></p> <p><b>Dr Paul Cummins</b> <i>Managing Director</i> SeaChange Ltd.</p>
<p>Thu 9 Nov, 11am CPD: 1 Hour</p> <p>5</p>	<p><b>Construction &amp; Energy (C&amp;E) Projects: Covers in Focus</b></p> <p>This lecture will outline the key aspects of policy cover in project contractors/erection 'all risks' insurance, along with delay in start up and liability insurance. The speakers will highlight some of the potential coverage gaps that are commonly overlooked and will put forward some sample claims that have arisen in these areas.</p>	<p><b>SPEAKERS</b></p> <p><b>Thomas Byrne</b> <i>Senior Underwriter</i> Liberty Insurance</p> <p><b>Paul Sherry</b> <i>Senior Liability Underwriter</i> Liberty Insurance</p>
<p>Thu 9 Nov, 12.15pm CPD: 1 Hour</p> <p>4 5 6</p>	<p><b>Fraud legislation: What you need to know</b></p> <p>This lecture will outline the legislation that exists in relation to insurance fraud in Ireland. The speaker will review recent judgements in this area, discussing the impact that fraudulent claims have had on the market and its consumers. Finally, the lecture will provide practical steps to take where there is a suspicion of fraud, using sample cases to highlight the key aspects.</p>	<p><b>SPEAKER</b></p> <p><b>Elaine Healy</b> <i>Partner</i> Dillon Eustace</p>



# CPD Series Autumn/Winter 2017

**Location:** The Radisson Blu Hotel, Ballinacra, Rosses Point, Sligo

Thu 9 Nov, 1.15pm  
CPD: 1 Hour



## A guide to investigating insurance fraud

Insurance fraud is a growing issue in Ireland and this lecture will focus on how organisations can ensure their compliance when conducting fraud investigations for the ultimate benefit of their consumers. The speakers will look into the motivation behind insurance fraud, offering practical steps that the industry can take to combat fraudulent claims through surveillance. Finally, the question of ethics in fraud investigations will be discussed.

## SPEAKERS

### David Ryan

*Managing Director (Ireland)*  
G4S

### David Snow

*Director, Business Development*  
G4S

## Categories

- 1 Life Assurance
- 2 Pensions
- 3 Savings and Investments
- 4 Personal General Insurance
- 5 Commercial General Insurance

- 6 Private Medical Insurance & Associated Insurances
- 7 Housing Loans, Home Reversion Agreements & Associated Insurances
- 8 Consumer Credit & Associated Insurances
- 1-8 All of Categories 1- 8

## Other

- A Diploma in Life Administration
- U Diploma in Life and Disability Underwriting
- C Diploma in Life and Disability Claims
- UFL Ethics

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