

## **PACIFIC RIM ACTUARIES' CLUB OF TORONTO**

20 Bloor Street East, PO Box 75130, Toronto, Ontario M4W 3T3



### **Business Workshop Series**

## **Upcoming Event: Negotiating for Advantage November 17 and December 2**

The Pacific Rim Actuaries' Club of Toronto has developed a series of workshops to expose their members to the foundations of management with a strong practical focus. We aim to offer these workshops twice a year. Each session has its own theme and uses case studies from the Pacific Rim region where applicable. The next session is called ***Negotiating for Advantage***.

Learning how to negotiate effectively is a critical skill in your business, community and personal life. In this session, you will be able to improve your negotiating skills by identifying your negotiation style, understanding how negotiation works and create better outcomes. Participants also get a chance to share their experiences, to discuss their unique situations, and to network with one another.

### **Why are we offering these courses?**

*Business and management skills are not unique to the actuarial profession but improve personal effectiveness and an actuary's ability to succeed in a diverse business environment [Canadian Institute of Actuaries Continuing Professional Development Requirements, effective January 1, 2006].*

*Actuaries in 2020 will work in a much wider range of business than at present [Institute of Actuaries – Vision and Values 2000].*

As stated in the CIA CPD document\*, some view actuaries and the profession as being highly technical, lacking in general management skills and business acumen. Business and management skills are not unique to the actuarial profession. However, these soft skills are important to maintain the high value placed on an actuary by an organization. The recent campaign sponsored by the Society of Actuaries and the American Academy of Actuaries, Turn Risk into Opportunity™, further emphasizes this point by creating a more dynamic image of the profession both within the profession and in the minds of employers. The Morris Review of the Actuarial Profession in the U.K. also echoes this theme.

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### **Our Facilitator**

We have invited Ms. Marjanne Lyn to be the facilitator. She received a B.Comm. degree from the University of Toronto and an MBA degree from Rutgers University in U.S.A. She is currently Product Development Director with Nelvana, a wholly owned subsidiary of Corus Entertainment. Marjanne also teaches Management courses at Humber College.

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## Registration Form

Name:	
Company:	
Title:	
E-mail Address:	
Work phone #:	

Location:	Manulife Financial, 200 Bloor St. East, Toronto <i>Please enter via the side-entrance (St. Paul's Sq). The Security guard will have your names at the desk. Turn right towards the South Tower, and the room is on the main floor. See below for the name of the meeting room.</i> <i>Parking is available in Manulife's parking lot off Bloor/Jarvis for \$5 flat rate after 5:00 p.m.</i>
Time:	6:00pm – 8:00 pm ( <b>Refreshments will be provided</b> )

Registration Fee for the Workshop       \$30 Member\*       \$50 Non-member

**Negotiating for Advantage:** We are offering 2 sessions this time. Please tick all dates suitable to you and we will assign and notify you which group you are to join. *Space is limited so we encourage you to respond quickly. Class may be cancelled if there are not enough applicants on the date you have chosen. So, please tick all dates that you are available. You will receive full refund if we are unable to allocate you to an alternative class.*

Session	Registration Deadline	Location
<input type="checkbox"/> Monday November 17	November 13, 2008	Room: Holmes Gooderham A
<input type="checkbox"/> Tuesday December 2	November 28, 2008	Room: International C

Cheques should be made payable to "Pacific Rim Actuaries' Club of Toronto" and mailed to:

Pacific Rim Actuaries' Club of Toronto  
20 Bloor Street East, PO Box 75130, Toronto, Ontario M4W 3T3  
Enquiries can be sent to [events@pacificrimactuaries.com](mailto:events@pacificrimactuaries.com) or directly to:  
Paul Chow, FCIA, FSA, President / [paulchowactuary@hotmail.com](mailto:paulchowactuary@hotmail.com)  
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Houston Cheng, ACAS, Treasurer / [hhcheng@kpmg.ca](mailto:hhcheng@kpmg.ca)

Or contact any member of the PRACT Committee

\* Only members in good standing in 2008 are eligible to pay the \$30 discounted rate