

## SUMMARY OF THE ACTIVITIES OF REGIONAL COMMITTEE NORTH



Mr. Muhammad Hisham  
Chairman



Mr. Zulfiqar Ali Khan  
Vice-Chairman



Mr. Muhammad Arif Bashir  
Member



Mr. Muhammad Ikram  
Member



Mr. Muhammad Saeed  
Member



Mr. Naeem Uddin  
Member



Mr. Zeeshan Bakht  
Member



Mr. Ihtsham Ul Haq Qureshi  
EC Observer



Mr. Muhammad Imran Israr  
Secretary

The Regional Office North (RON) of The Insurance Association of Pakistan completed 52 years of establishment on 31st December, 2023. The following educational/study programs/activities were successfully conducted by RON:-

### 1. Seminar on “How to achieve sales excellence”.

A seminar on “How to Achieve Sales Excellence” was conducted on 24th July, 2023 from 03:00 p.m. to 04:30 p.m. at M. Ishaque Khan Hall of IAP, 188-A, Opp. Rehmania Park, Shadman-I, Lahore. Twenty-eight Executives from eight Insurance Companies were participated. The Seminar was conducted by **Mr. Saghir Ahmed, Lecturer, Trainer, Writer, M. A English**

**Literature (Punjab University), B.Sc. Marketing Management (England), Dale Carnegie Diploma in Communication (USA), Fellow Institute of Sales & Marketing Management (UK), Member Chartered Institute of Marketing (UK), Member Dale Carnegie International Society (USA), Member American Society for Training & Development (USA), Associate Institute of Training & Development (England).**

All the participants took keen interest in this Seminar and appreciated the ability of preparation and ways of presentation of Mr. Saghir Ahmed.

The Insurance fraternity appreciated the above activities.

## 2. Seminar on “Supply chain risk management - general average”.

A seminar on “**Supply Chain Risk Management - General Average**” was conducted on 28th August, 2023 from 10:00 a.m. to 11:00 a.m. at M. Ishaque Khan Hall of IAP, 188-A, Opp. Rehmania Park, Shadman-I, Lahore. Seventeen Executives from four Insurance Companies were participated. The Seminar was conducted by **Mr. Zulfiqar Ali Khan, FCII, (Chartered Insurance Risk Manager) CPCU, ARM, AINS, ERIS, CITIP, Certificate in Takaful, M.B. Econ., M.Sc. (Gold Medalist), Goodwill Ambassador CII, Sr. Executive Vice President, Northern Zone, EFU General Insurance Limited.**

All the participants took keen interest in this Seminar and appreciated the ability of preparation and ways of presentation of Mr. Zulfiqar Ali Khan.

## 3. Memorandum of understanding signed by the hailey college of banking & finance university of the punjab and the insurance association of pakistan.

The Punjab University’s Hailey College of Banking and Finance (HCBF) signed a memorandum of understanding (MOU) with the Insurance Association of Pakistan (IAP) on Tuesday to provide academic and professional platforms to the students as well as the insurance industry for future excellence. On the occasion, HCBF, Principal Dr. Ahmed Muneeb Mehta announced the revival of the MBA (Insurance and Risk Management) program for the spring 2024 intake.

## 4. Webinar On *Cyber Insurance - A Current Market Requirement For Every Corporate.*

Webinar on “**Cyber Insurance - A Current Market Requirement For Every Corporate**” was conducted on Wednesday, 8th November, 2023 from 04:00 p.m. to 05:00 p.m. via zoom by the Regional Committee North IAP in collaboration with International Group of Insurance Professionals (IGIP). **Mr. Thomas Cook, Regional Associate Director of Cyber - TMEA at Howden Insurance Brokers LLC., Dubai, U.A.E** was the speaker of webinar. 85 plus participants from different insurance sectors from different parts of the world attended the webinar. All the participants took keen interest in this webinar and they appreciated the knowledge shared by domain expert.

## 5. Rcn-iap Annual Dinner & Entertainment Program - 2023.

Regional Committee North-IAP organized a well-managed, sophisticated Annual Dinner/Entertainment Program-2023 on 17th November, 2023 at Faletti’s Hotel, Lahore attended by elite professionals of the insurance industry of Lahore.

Chairman RCN-IAP Mr. Muhammad Hisham - while welcoming the august audience-highlighted the significance of this event which provides an opportunity to professionals from various companies to meet one another and to exchange their points of view. He presented a brief account of activities undertaken by various committees of RCN-IAP during the year and complemented all committee members for making this year a special one.

Duties of Master of Ceremony were discharged by Mr. Satwat Mahmood Butt in his usual poetic style.

On this occasion, Recognition Ceremony was also held and awards were given to the deserving insurance professionals -detailed as below:

#### **Category -A Operational Awards**

1. Mr. Rashid Amin, General Manager Re-Insurance & Compliance of Atlas Insurance,
2. Ms. Nimra Inam, Senior Vice-President, of EFU General Insurance,
3. Mr. Muhammad Qasim, Head of Claim of Askari General Insurance,
4. Mr. Asif Jabbar of Adamjee Insurance,
5. Mr. Asif Ali, Senior Manager Claims of Asia Insurance,
6. Mr. Zahid Mehmood, Regional Head of IGI Insurance,
7. Mr. Muzammil Bashir, Dy. General Manager of United Insurance and
8. Mr. Ali Muhammad Syed of IGI Life Insurance.

#### **Category B**

#### **Sales Awards - 1—Over Rs.100 million**

1. Mian Shahid Mahmood, General Manager Lahore-2 of Askari General Insurance,
2. Mr. Khurram Ikram, General Manager Sales of IGI General Insurance,
3. Mr. S. Farhan Ali Bokhari, Sr. Executive Vice-President/Divisional Head of EFU General Insurance,
4. Mr. Usman Ali Sheikh of Adamjee Insurance,
5. Mr. Ilyas Mohammad, Sr. Vice-President, Marketing of Jubilee General Insurance and
6. Mr. Muhammad Jamil, Country Head of Agency Sales of IGI Life Vitality Insurance.

#### **Sales Awards - 2—Below Rs.50 million**

1. Syed Muhammad Zain ul Abideen, Joint Sr. Vice-President of Jubilee General Insurance,
2. Mr. Zaheer Uddin Babar, Manager Marketing in Asia Insurance
3. Mr. Noman Ul Haq, Executive Director of United Insurance.

Sumptuous sitting dinner was served to all participants with the typical Faletti's style.

A thrilling qawali program was staged after the dinner. Mr. Nouman Haider, Qawal-entertained the audience with his delightful performance. He was able to stimulate the musical cords of all present with his mesmerizing performance.

Finally like all good things, this most exciting, enterprising and entertaining evening came to an end.

This program could not have been organized without the whole hearted support of the organizing team.

#### **6. Rcn-iap E-newsletter (Half Yearly).**

Half yearly issues are being circulated at the end of December & June of every year successfully by the great efforts of Editorial Board of RCN-IAP E-Newsletter Mr. Zulfiqar Ali Khan, Mr. Muhammad Hisham, Mr. Liaquat Ali Khan and Mr. Muhammad Imran. The 4th issue of E-Newsletter comprising activities and other news of the Insurance Companies residing in the Northern Zone was circulated on 14th February, 2024.

## 7. Rcn-IAP cricket tournament - 2024.

The Regional Committee North of IAP under the supervision of Chairman, RCN-IAP, Mr. Muhammad Hisham and Convener, Sports Committee Mr. Satwat Mahmood Butt staged a Cricket Tournament at Crescent Model Higher Secondary School Ground, Lahore.

After the preliminary rounds, four teams reached semi final level. Semi finals were played between SGI vs Adamjee Insurance and Asia Insurance vs United Insurance which were won by SGI and United Insurance.

The Final Match was set between SGI and United Insurance on 10th March, 2024 and United Insurance won the final game and lifted the trophy with pride.

Great help was received from the entire staff of RCN-IAP under the supervision of Mr. Muhammad Hisham, Chairman, RCN-IAP.

Mr. Muhammad Hisham, Chairman, RCN-IAP, Mr. Satwat Mahmood Butt, Convener, Sports Committee, Mr. Ihtsham ul Haq Qureshi and Mr. Muhammad Imran, Secretary, RCN-IAP distributed prizes among the winners. Mr. Aisam ul Haq Qureshi, International Tennis Star was the Chief Guest of this event.

It was a fun day attended by a large number of spectators enjoying the colorful atmosphere live DJ, interesting commentary by Mr. Satwat Mahmood Butt. Every one enjoyed traditional delicacies along with tea and cookies..

## 8. Insurance and takaful week - 2024.

The Insurance Association of Pakistan, Regional Committee North celebrated Insurance and Takaful Week - 2024 from 6th to 10th May 2024. 6th May was marked as 9th Insurance & Takaful Week.

Following activities have been organized by the Regional Committee North of IAP to mark the Week:-

### 1. Talk Show On Radio Channels.

Radio program on Importance of Insurance was broadcasted on various Radio Channels on 7th May, 2024 including FM and Medium Wave stations in Islamabad, Rawalpindi, Karachi, Lahore, Faisalabad, Sialkot and Multan. Mr. Satwat Mahmood Butt, Moderated the program with Mr. Muhammad Hisham, Chairman, RCN-IAP, Mr. Zulfiqar Ali Khan, Vice-Chairman, RCN-IAP, Mr. Muhammad Saeed, Member of the RCN-IAP and Dr. Sajjad Hassan Zaidi, Zonal Head Group & Pension, State Life Insurance Corporation of Pakistan served as Panelists.

### 2. Seminar on “Vital role of insurance in protecting life, health and assets” and job fare.

Seminar on “Vital Role of Insurance in Protecting Life, Health and Assets” held on 8th May, 2024 at Hailey College of Banking and Finance, University of the Punjab, Lahore took place from 10:00 a.m. to 11:55 a.m. Around 100 MBA and IRM students from Hailey College of Banking & Finance alongwith representatives from various Insurance Companies participated in this Seminar. The Seminar included the following presentation:-



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1. Careers in General Insurance by Mr. Muhammad Hisham, Chairman, RCN-IAP & Chief Operating Officer, IGI General Insurance Ltd.,
  2. Careers in Insurance loss adjusting by Mr. Mahmood Ahmed, Chief Executive Officer of Hamid Mukhtar & Company.
  3. Life and Health Insurance industry Landscape and career opportunities by Dr. Sajjad Hassan Zaidi, Zonal Head Group & Pension, State Life Insurance Corporation of Pakistan.

Prof. Dr. Khalid Mahmood, Vice-Chancellor, University of the Punjab, chaired the session. It was moderated by Mr. Satwat Mehmood Butt of EFU General Insurance. Following the recitation of the Holy Quran and Naat Sharif, Mr. Muhammad Hisham, Chairman, RCN-IAP, delivered his welcome address. He expressed gratitude to Dr. Ahmed Muneeb Mehta, Principal of Hailey College of Banking and Finance, for his cooperation in organizing the event as part of Insurance and Takaful Week 2024 and for inviting a large number of MBA and IRM students to participate.

Dr. Ahmed Muneeb Mehta, Principal of Hailey College of Banking and Finance highlighted the strong relationship between the Insurance Industry and Hailey College. He assured continued cooperation and support to the Insurance Industry in meeting its human resource

requirements and expressed hoped that the Insurance Industry would continue to provide technical and moral support to HCBF.

Prof. Dr. Khalid Mahmood, Vice-Chancellor, University of the Punjab, concluded the session by presenting tokens of appreciation to all the speakers, the HCBF management, and the

participants. He acknowledged their contributions and participation, emphasizing the importance of their roles in making the seminar and Job Fare success.

All speakers were presented with mementos as tokens of appreciation and respect for their outstanding contributions to the seminar. These mementos were given in recognition of their untiring efforts and valuable insights, which greatly enriched the event.

Vote of thanks was delivered by Mr. Muhammad Saeed, Member of the Regional Committee North of IAP. He commended each member of the organizing committee for their excellent work, with special mentions of Mr. Muhammad Hisham, Chairman-RCN, Mr. Zulfiqar Ali Khan, Vice-Chairman-RCN, Mr. Satwat Mehmood Butt, Mr. Arif Bashir, Mr. Muhammad Imran, Secretary, RCN-IAP and Rana Asif Aziz, PA to Secretary, RCN-IAP.

At the end of session, lunch boxes were served to the participants of this event.

### **3. Standees and buntings display and cake cutting Ceremony for insurance and takaful week-2024.**

On 6th May 2024, the Insurance and Takaful Week-2024 was marked with an impressive display of standees and buntings, along with a cake cutting ceremony across various insurance companies in Lahore. This event was a part of a broader initiative aimed at celebrating and promoting awareness about the importance of Insurance and Takaful in enhancing financial security and effective risk management.

#### 4. Seminars at different cities.

##### Faisalabad

Seminar on “**Vital Role of Insurance in Protecting Life, Health and Assets**” was held on 8th May, 2024 from 01:00 p.m. to 03:00 p.m. at Chaniot Palace, Faisalabad. Malik Shafaqat Ali, Branch Head of EFU General Insurance and Mr. Zia, Branch Head of Pak Qatar Life Takaful, Faisalabad were the Chief Guests of this seminar.

##### Gujranwala

Seminar on “**Vital Role of Insurance in Protecting Life, Health and Assets**” was held on 8th May, 2024 from 03:00 p.m. to 05:30 p.m. at Jade Café, Sixteenth Avenue, G. T. Road, Gujranwala. Mr. Sarfaraz Ahmad Tarar, Senior Executive Vice President and General Manager of Askari General Insurance, Gujranwala was the Chief Guest of this Seminar.

##### Multan

Seminar on “**Vital Role of Insurance in Protecting Life, Health and Assets**” was held on 8th May, 2024 from 03:00 p.m. to 05:00 p.m. at Shangrila Cuisine Restaurant, Multan. Mr. Akhlaq Ahmad, Additional Commissioner and Mr. Tisman Ahmad Pasha, Director Institute of Banking & Finance, BZU, Multan were the Chief Guests of this Seminar.

##### Sialkot

Seminar on “**Vital Role of Insurance in Protecting Life, Health and Assets**” was held on 9th May, 2024 from 01:30 p.m. to 03:00 p.m. at Frangoz Cafe, Sialkot Cantt. Mr. Naeem Ahsan, General Manager of EFU General Insurance, Sialkot was the Chief Guest of this Seminar.

##### Islamabad

Seminar on the “Vital Role of Insurance in Protecting Life, Health, and Assets” was held on 15th May 2024 at the Best Western Hotel in Islamabad. Mr. Khurram Shahzad Paul from Askari General Insurance Co. Ltd. moderated the event. Mr. Muhammad Hisham, Chairman of RCN-IAP and Chief Operating Officer of IGI General Insurance Ltd., welcomed the participants in his opening address.

Various industry leaders delivered insightful presentations, including Mr. Faisal Khan, CEO, IGI General Insurance Ltd., Mr. Shahzad Ahmed Rana, Country Head, Askari General Insurance Co. Ltd., Mr. Ejaz Mehmood, Joint Executive Vice-President, Jubilee General Insurance Co. Ltd., Mr. Naveed Akhtar, Divisional Head, Adamjee Insurance Co. Ltd., Mr. Mannan Mehboob, Senior Executive Vice-President & Divisional Head, EFU General Insurance Ltd., Mr. Rizwan Majeed, Regional Chief, State Life Insurance Corporation of Pakistan and Mr. Murtaza Mughal, Sr. Executive Director, United Insurance Co. of Pakistan Ltd.

All speakers received mementos as tokens of appreciation for their valuable contributions.

Dr. Muhammad Amjad, General Manager & Regional Head of IGI General Insurance Ltd., delivered the vote of thanks.

The seminar was attended by over 85 Senior Executives from the Insurance Industry. Participants showed keen interest in the presentations and requested Mr. Muhammad Hisham to arrange similar events quarterly in Islamabad and Peshawar.

The event concluded with a lavish lunch served to all participants.