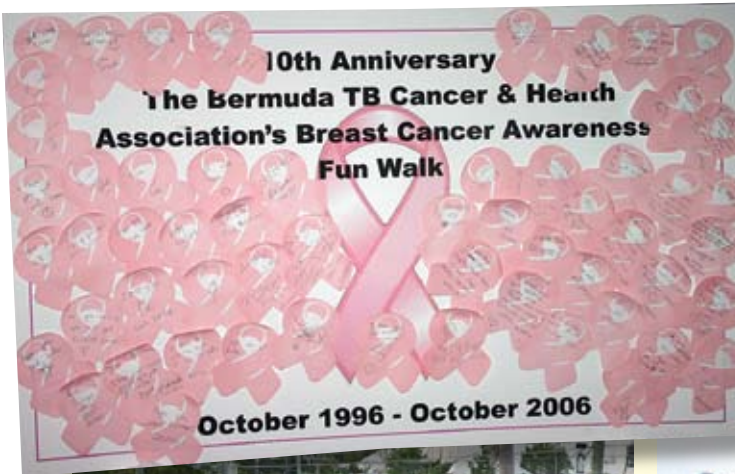


BF&M insurance matters

NEWSLETTER FALL 2006



To further highlight our commitment to the ongoing fight against Breast Cancer, BF&M donated \$5,000 to the TB Cancer & Health Association in recognition of the participation of a Bermudian team in the Susan G. Komen walk in Arizona in November. The local team was led by Judy Panchaud White, Chair of the Breast Cancer Awareness Committee.

Almost 2,000 participants laced up their running shoes and pounded the pavement for the 10th Annual TB Cancer & Health Association's Breast Cancer Awareness Fun Walk on Wednesday, October 4th.

To mark the 10th Anniversary of the event, BF&M launched the \$2,000 School Spirit Award. This award, which goes to the school that raised the most funds, was created to raise awareness amongst students and encourage student participation in the event. Congratulations to CedarBridge Academy who won the School Spirit Award after they raised an impressive \$6,732.50. Proceeds from this year's Fun Walk will go towards digital mammography equipment.

BF&M also commemorated the 10th Anniversary by hosting a Preventative Health event prior to and after the Fun Walk. We gathered various health professionals and vendors under an enormous lighted tent to provide free education about the prevention, diagnosis and treatment of certain cancers prevalent in our community. In addition to the educational displays, there was a children's activity table plus healthy snacks and water.

BF&M believes in and supports initiatives that promote wellness in the community and empowers individuals to take control of their health. Breast Cancer Awareness Month and the Fun Walk embody both of these concepts and speak to the heart of our wellness philosophy.

President's Report



During my first President's Report as President & CEO I listed our biggest challenge as being able to recruit and retain a strong Bermudian staff. I believe BF&M's current success, in addition to all future success, will reside in management's ability to coach, train, support and encourage staff. As you will see within the pages of this newsletter, we have been busy ensuring our

staff continue to be exposed to new learning opportunities both here and abroad. In addition to supporting employees taking courses towards various insurance designations, this summer BF&M hosted three colleagues from the Insurance Corporation of Barbados Limited (ICBL). Earlier this fall, we had the opportunity to send a member of our General Insurance Company team to Europe for training in reinsurance and underwriting. Training and development is crucial to retaining high caliber employees at BF&M and I look forward to providing more opportunities for our staff to further enhance their skills. With a skilled, challenged and enthusiastic team, BF&M will be poised to meet the fiscal and non-financial objectives of our company.

It gave me great pleasure to greet the participants of the 10th Anniversary TB Cancer & Health Fun Walk and welcome everyone to our Cancer Prevention Tent at Barr's Bay Park. It was a fantastic evening and I was impressed by the number of individuals who turned out and walked for such a

great cause. Judging from the comments I received about our special Wellness event and the sheer number of walkers inside the tent, the BF&M Cancer Prevention event was an overwhelming success. I hope everyone who visited received valuable information regarding cancer prevention and left our tent educated about this dreadful disease. I would be terribly remiss if I did not thank the many BF&M volunteers for their hard work and willingness to pitch-in to ensure our event was a first-class one.

I am immensely proud of BF&M's direct involvement and dedicated commitment to our community. Whether it is through sponsoring events like the TB Cancer & Health Fun Walk or launching our own awareness programs, like our new Drive Safe Campaign, BF&M continues to give back to a community that has given us so much. No matter what jurisdiction our overseas expansion strategy might take us in the future, Bermuda will continue to be the cornerstone of BF&M.

On behalf of all of us at BF&M, we thank you for your continued support in our company.

R. John Wight C.A., CPCU
President and Chief Executive Officer



Nick Faries (standing) Rawle Knight (centre) from Babados.

Insurance Corporation of Barbados Training

When BF&M purchased a majority interest in the Insurance Corporation of Barbados (ICB), it was anticipated that the move would be a win-win situation for both entities, especially in the area of cross training. This summer that plan started to be realized, when some of our BF&M executives got the opportunity to share their expertise with our Barbados colleagues.

During July, ICB's Adrian Beckles worked with E-Business and Technology Solutions Vice President, Nick Faries and his team to learn about Business Recovery. Later in the month Rawle Knight, a Risk Manager, and Christopher Hunte, a group representative on the Life and Health sector, spent a week at BF&M. Christopher worked with the Life Company's Vice President of Sales & Customer Relations, Peter Lamb and his team to learn more about selling life and health products. Meanwhile, Rawle joined his Bajan colleague Adrian and the BF&M IT team for a full test of our Business Recovery plan.



Gina Bradshaw presenting the award.

L. John Profit Commemorative Award

In August, the National Dance Foundation announced the names of the students who have been chosen to receive Bermuda Ballet Association (BBA) Commemorative scholarships. BF&M sponsored the scholarship named in honour of BBA former Secretary Treasurer L. John Profit.

The L. John Profit Commemorative Award, valued at \$7,500, was presented by BF&M Vice President Gina Bradshaw to 18-year old Sierra-Renae Robinson. The L. John Profit award is given to the dancer, teacher or choreographer who demonstrates the talent, skill and commitment to further his or her dance training overseas. The successful candidate had to be willing to contribute to the dance community of Bermuda after he or she has completed training and gained professional experience. Sierra is a second-year student at the Philadelphia School of the Arts in Philadelphia, Pennsylvania.

"It gives me great pleasure to present this award," said Mrs. Bradshaw, "and all the more so because I knew Mr. Profit and performed with him. He was a great and life-long patron of the arts, and I consider it a real honour to be able to present this award on BF&M's behalf. We consider our support of Bermuda's youth to be an investment in the future wellbeing of the community."

Are my Valuables Covered?

Many people do not regularly review the insurance cover on their valuables. Valuables include everything from hearing aids to cameras, computer equipment to jewellery. Given the recent increase in break-ins and the volatility in the precious metals market, we strongly recommend that you take the time to do so. Updating the appraisals on your gems is an exercise that should be conducted at least every three years. Each year your items may appreciate in value, in fact, in the past year alone we have seen significant increases in the price of gold, silver and diamonds.

Why should you be concerned? In the event your items are lost, stolen or destroyed you would want BF&M to fully cover the cost of replacement. Whilst we are happy to accept your estimate of the value for many items; unfortunately in the case of items worth \$1,000 or more we will need the bill of sale or a recent professional valuation.

It is very important to ensure that any appraisal is very detailed in nature. It should include the cut, colour, clarity and carat weight of any diamonds, descriptions of any precious stones, details on the metal settings and any special features concerning the design or construction of the item. The serial number should also be included in the appraisal where applicable.

Anyone with questions or interest in updating your policy should call Tel: 295-5566 and speak to Eric Nordquist at ext 2293, Gregory Crofton at ext 2241 or any of our Customer Relations representatives.

Youth News

BF&M is pleased to have become a sponsor of the award-winning Youth News, a biweekly newspaper for Bermuda's youth. The Youth News section appears every other Thursday in the Royal Gazette and is written and edited by students. Copies are also distributed to the Island's schools. Earlier this summer, Youth News won the Rookie of the Year award at a prestigious Young Reader Conference in the US.

BF&M is proud to support a publication that showcases the talent and activism of the many terrific young people in Bermuda.

Training & Development

The following employees successfully completed exams working towards designations in the listed areas:

ALU:	Beth Brown
AU:	Newton Adcock
INS 23:	Alexandra Jones
LOMA 351:	Natasha Pethick
LOMA 371:	Natasha Pethick
LOMA 330:	Elicia McPartlin
RHU:	Peter Lamb



Lynda A. Davidson

Lynda A. Davidson Leader, B.A. A.C.A. Vice President, Corporate Services

Lynda obtained her degree in Accounting and Finance from the University of Middlesex, London, England and is also an Associate member of the Institute of Chartered Accountants in England and Wales.

Prior to joining BF&M she worked for Coopers & Lybrand (now PricewaterhouseCoopers). She then assumed the position of Account Manger in the captive management division at Johnson & Higgins (now Marsh) where she progressed to the position of Senior Vice President. Fourteen years later Lynda moved to Overseas Partners Ltd. where she was Senior Vice President, Director of Operations and Director of Internal Audit. She has twenty years of insurance Experience.

SAVE THE DATE

Festival of Lights

**Judging Monday,
December 11**

Deck the walls of your home with an array of lights in a bid to raise funds for your favourite charity. Entry forms are available from various locations around the Island. The rain date for judging will be Tuesday, December 12.

BF&M 2007 Calendar

November 30

The pictures for this year's calendar have all been taken by our talented staff.

The Gift that Keeps on Giving

December '06

Start an Educational Account for your children or grandchildren. It's a gift that will keep on giving for years to come! Visit www.bfm.bm for details.

New Year's Resolutions

January 1

Want to start investing more in 2007? Planning to learn more about investment options? Visit North Atlantic Asset Managements' website, now linked at bfm.bm, to learn more about investment strategies.



Nicole Waite at Lloyds of London.

Overseas Training

Nicole Waite, an Assistant Underwriter within the General Insurance Company, had the opportunity of a lifetime recently in the form of a month-long training session in Europe. From August 29 to September 27, Nicole was in Hannover, Germany working and training with reinsurers, Hannover Re. When she wasn't working in the North American Treaty division, Nicole spent time with the Facultative Underwriting Department and the GRM Modeling Department which creates models that predicts the probability of losses for catastrophic events. While visiting the company's Claims Department, Nicole discovered there are differences between insurance and reinsurance

claims departments. Unlike BF&M, she found no claims adjusters at Hannover Re, instead she found many lawyers reviewing contracts and dealing with arbitration and litigation.

On September 27, Nicole headed over to London, England to train with brokers Guy Carpenter. While in London, Nicole made three visits to famed insurer, Lloyds of London. During one of her visits to the fabled institution, Nicole got to sit in a Lloyds syndicate box called Limited. "I learned a lot from every department I visited," she said. "I definitely know more about reinsurance now than before I left for Europe."

Drive Safe Campaign.

The cost of road crashes is tremendous in terms of emergency services, medical care, compensation and human grief. The losses sustained on Bermuda's roads place a huge toll on the community all because people put their own lives, and the lives of others, at risk by driving dangerously or with little consideration for the road rules.

As a major two and four-wheel vehicle insurer on the island, BF&M decided to develop a Drive Safe Campaign in a effort to raise awareness and to restore respect on the roads.

The Police cannot be everywhere to ensure individuals obey the law, hence we believe that driver attitude and behavior will be the key to safer roads. Individuals have to make personal decisions not to speed, not to drive drunk, to fasten their helmets and not to create a 'third lane' on Bermuda's road.

We chose a well known local amphibian, the Bermuda toad, to depict various dangerous scenarios that take place on our roads everyday. The toads represent a typical local rider or driver thus ensuring no one member of the community could be singled out for criticism.

It is our sincere hope that the BF&M Drive Safe Campaign will increase awareness among the community to the important message: Don't become a statistic! Drive Safely!

