



# PERSATUAN WAKIL-WAKIL INSURAN AM MALAYSIA

PPM-001-10-037200

## Minutes of 2<sup>nd</sup> National Council Meeting on 16<sup>th</sup> March 2023

Venue: ICONIK CITY, Petaling Jaya

Term 11<sup>th</sup> National Council 2022-2024

	Meeting No		1 <sup>st</sup>	2 <sup>nd</sup>
	Attendance for		<u>23<sup>rd</sup> Sep</u>	<u>16<sup>th</sup> Mac</u>
			<u>2022</u>	<u>2023</u>
1.	Chong Kok Wai	President	✓	✓
2.	Lo Kee Fen, Peter	Vice President	✓	✓
3.	Hoh Wai Meng, Jimmy	Vice President	✓	✓
4.	Lam Seng Chee, Patrick	Vice President	✓	✓
5.	Chong Siew Lien, Agnes	Resigned	✓	X
6.	Tai Foo Lowai, Patrick	Vice President	✓	✓
7.	Toh Boo Leng, Alvin	Secretary General	✓	✓
8.	Tan Chun Ming	Asst. Sec General I	✓	X
9.	Hew Kuok Weng, Brian	Asst. Sec General II	✓	X
10.	Goh Sia Soon	Treasurer General	✓	✓
11.	Choong Howei	Asst. Treasurer General	✓	✓
12.	Chok Kar Wee	Council Member	✓	X
13.	Tan Jia Yang	Council Member	✓	X
14.	Ng Cheng Yee, Tammie	Council Member	✓	✓
15.	Ng Teck Siew	Council Member	✓	X
16.	Ng Ah Kow, Jasmond	Council Member	X	X
17.	Khaw Joo kei @ Tan Joo Keit, Richard	Council Member	X	X
18.	Chang Siew Ling, Lisa	Resigned	X	X
			<b>16/17</b>	

### 1.0 PRESIDENT'S SPEECH

In his welcome speech, President Chong Kok Wai welcomed & expressed his well wishes to all council members to continue reinventing themselves in trying to overcome the challenges in the industry.



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There has been many changes to the insurance industry since the last meeting. Therefore, we need to review the relevance matters of the industry that keeps arising.

## **2.0 ADOPTION OF THE MINUTES OF THE 1<sup>ST</sup> NATIONAL COUNCIL MEETING (NCM) TERM 2022-2024.**

Upon review of the presented draft minutes, council members reviewed the contents & thereafter Jimmy Hoh proposed to accept & Patrick Tai seconded the motion.

## **3.0 REPORT FROM SECRETARY GENERAL.**

Secretary Alvin Toh updated that the President had made several visits to some insurance companies ie. QBE, Berjaya Sampo, Great Eastern, MPI Generali, Allianz, Chubb for a meeting discussion / collaboration / solutions to the challenges in the insurance industry.

A timeline & strategy was suggested to be set for Perwakim new members recruitment with estimated target of 10,000. Free membership extension was applicable & renewed for 40-50pax. New members feedback an issue with filling up PIAM code during registration via Google form.

Perwakim together with Berjaya Sampo Insurance with the assistance of Puspakom will be organising a Free Balik Kampung Vehicle Inspection from 10am to 5pm on the 14<sup>th</sup> & 15<sup>th</sup> April at Eco Ardence, Setia Alam. The purpose is to have public awareness on vehicle safety, to know more about Perwakim & insurance cross selling. Perwakim have invited the Minister of Transport Anthony Loke to officiate the event & are awaiting confirmation from his office.

It was highlighted that Perwakim will seek assistance from Berjaya Sampo for the event promotional materials too. The best is to have a standee banner with Perwakim QR code for new members recruitment at the event.

Several council members had a meeting with Perwatam council members recently. Perwatam had met up with Bank Negara Malaysia to request to waive off the OCC. There was a suggestion to have a Memorandum of Understanding (MOU) between Perwakim & Perwatam.

The status update of the matter of ZICO on QBE was also briefed to all in attendance.

## **4.0 REPORT FROM TREASURER GENERAL.**

Treasurer Goh Sian Soon updated that there were not many membership renewals since Oct 2022 & most of the funds were from the previous annual dinner sponsorship. President Chong Kok Wai had mention that we need to tidy up the membership & to plan another annual dinner in the various Northern, Southern, Central & East Malaysia regions separately to get more sponsorship & raise more funds.



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Treasurer Goh update that the following cash flow is available.

Fixed Deposit : RM21,079.48 per fixed deposit X total of 4 placements.

Current account Balance : RM1,991.70

Total Balance : RM86,309.62

The current account balance is very low & it was suggested to withdraw 1 fixed deposit to top up the current account balance for future expenses (if any). The other 3 fixed deposits the treasurer is to decide on whether to change the placements to 3 months, 6 months or 1 year when they are due for renewal. The treasurer has to inform & get consent from the President or Secretary on this matter.

### **5.0 ANY OTHER MATTERS.**

Secretary Alvin Toh updated that the website & membership is linked. The IT person needs about 2 weeks to handover to website person.

President Chong Kok Wai mentioned about the focus on membership drive & Patrick Tai mentioned that the recruitment is not ideal. We need to let members see the value of Perwakim.

Perwakim had send a set of questions about the industry to several insurance companies. Allianz General Insurance answers were shared to all during the national council meeting. Patrick Lam had enquired on how to used the Q&A for publication accordingly.

Bank Negara Malaysia's reply to Perwatam about the OCC issue was also shared to all council members. President Chong Kok Wai mentioned that we as agents need to improvise ourselves to be sustainable & that the OCC is not the big issue faced currently.

President Chong Kok Wai also updated the council members about the Co-operative license matters. Fintech Singapore is prepared to come & work with Perwakim on an operating system for agents with a paid subscription fee & also showcases the direction that we are heading towards.

President Chong Kok Wai also suggested Perwakim to organise a leadership summit showcase & also invite Persatuan Insurans Am Malaysia (PIAM) & Bank Negara Malaysia to attend together with about 10,000 active agents in the industry.

Secretary Alvin Toh highlighted his concern about the cooperative license & if it will disrupt concentration for the leadership summit.

Patrick Lam highlighted on the various challenges of agents & that we need to understand their needs/dilemmas. He proposed to have our own internal workshops for agents.



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President Chong Kok Wai had also given his suggestions about the co-operative launch of the new Perwakim website, launch of a road show, getting sponsors for a dinner cum launching ceremony & to have a blue print send to insurers. He also proposed to set meeting dates earlier & to have a timeline for the convenience of outstation council members to attend.

Secretary Alvin Toh had proposed to change the current contact number to be registered under Perwakim & also to hire a co-ordinator but costs will be high.

Without further developments on any other matters, the meeting ended at about 4.30pm.

Confirmed by :

Tan Chun Ming  
Assistance Secretary General

Chong Kok Wai  
President