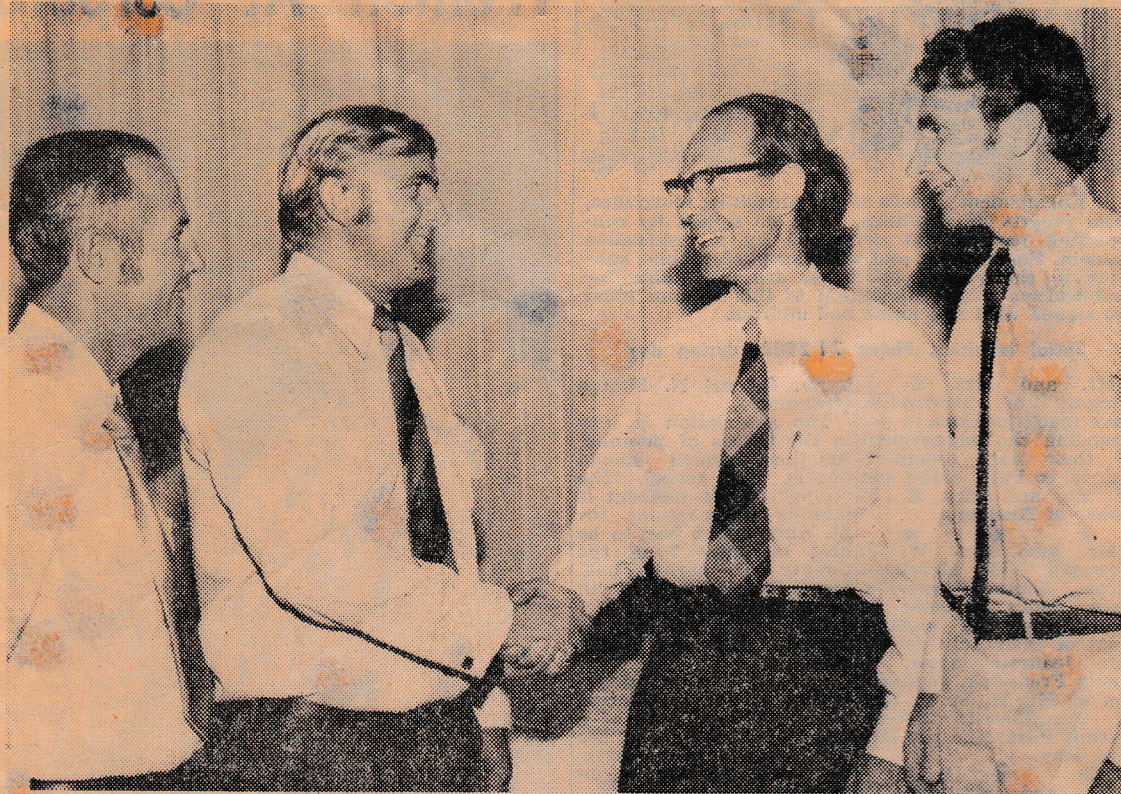


SEMINAR FOR INSURANCE UNDERWRITERS



● Pictured at the first seminar of the recently formed Townsville branch of the Life Underwriters of Australia, held in the Hotel Allen, Townsville, on Friday, were (from left): ABOVE: Alan Davidson (Townsville vice-president), Ken Kipping (Townsville president), David Porter (Queensland president), Paul Brannelly (national vice-president); BELOW: Neil Case, Patricia Rae and Barry Martin. (Alex Trotter photos)



LIFE UNDERWRITERS' SEMINAR SUCCESS

Townsville life assurance agents were inspired and informed by two of the most dedicated life assurance underwriters in Australia at a very successful seminar yesterday afternoon.

Mr. David Porter, Queensland president of Life Underwriters Association of Australia, spoke firstly about the aim of L.U.A. in bringing life assurance field men together in order to develop knowledge of life assurance and its effect on the community as a whole and then about the personal development of the man into a professional adviser in his community. Guests invited were representatives of the army establishment at Lavarack Barracks, the R.A.A.F., the James Cook University and the Teachers' Training College.

His advice was directed at all field men and suggested that they spend a great deal more of their time studying and to become more and more involved in community affairs.

Australian vicepresident, Mr. Paul Brannelly, spoke at length about the national involvement of L.U.A. and then continued by advising the attendees that they must pay great attention to the matter of service for their policyholders and clients. By this means the public will gain the necessary knowledge that will enable them to understand completely what life assurance can and will do for them and their families.

The seminar was opened by Mr. R. N. Bonnett, M.H.R., who spoke about the dedication required by any person in the professional ranks whose responsibility is to the public firstly, and his industry secondly.