



Chairman's Summer 2017 Activity Report

From planning the forthcoming Health and Wellbeing Summit to joining a panel of industry peers, the summer has flown by in a flash for the AMII team.

I kicked off the summer by chairing the Vitality Health Intermediary Advisory Council meeting where the main point of discussion was the breadth and depth of impact likely to be created by the new GDPR rules.



The General Data Protection Regulation, or GDPR, will come into force in March 2018 and will overhaul previous data protection directives to give more power back to the data subject.

During the summer, we progressed a number of education and training events which will be launched over the next few months. These include an 'Introduction to PMI' session with Steve Sharrock previously of Westfield Health, and an education event for members around growing your business by effective use of social media with Steve Mills of The Prudent Marketeer. Not many of you will know Steve Sharrock was an accomplished presenter prior to joining the healthcare sector. I've heard him speak on a couple of occasions and know he will be brilliant.

An important update on a diary date I mentioned in my [Spring Activity Report](#) - at a meeting in April with Melissa Collett, who heads up Fairer Finance's new complaints services, we discussed a possible tie-up with AMII to support managing risk and complaints handling. Following another meeting with Melissa in June I'm pleased to say we are working on a new member initiative around 'Managing Risk'. Further details will be available shortly.

AMII was busy hitting the headlines during the summer months, too. I spoke with Sally Hamilton, Finance Editor of The Mail on Sunday, about the increased cost of PMI for group leavers and its impact on long term sustainability, and liaised with the FT Adviser on AMII's IPT petition following June's General Election. You can read our latest statement on the IPT petition [here](#).

And as the summer progressed we began to plan the format, speakers and running order for our forthcoming Health and Wellbeing Summit, taking place on 23 November at One Great George Street, London. We now have a running order for the event with a number of guest speakers and presenters pencilled in who we expect to announce shortly. Watch this space!

As the voice of the health and wellbeing industry, part of AMII's role is to participate in wider political lobbying and it was under this remit that I held detailed discussions with Antal Wozniak, from the Department of Politics at Exeter University. We discussed issues currently impacting the health and wellbeing sector which are of a legislative, regulatory or political nature and the AMII contributions will form part of a wider paper which is scheduled to be published in 2018.

Another key event was the Protection Review Conference and Dinner at which I represented AMII. Topics discussed included 'Insurers should harness technology to speak like humans', the impact of GDPR, and distribution strategies for the past, present and future.

You can view slides from the conference [here](#) and see photo highlights from the event via this [link](#).

I also met with Michael Moliver of Michael Moliver Associates, previously Chief Actuary at BUPA and current commentator on the health and wellbeing sector, to discuss latest industry issues and the state of the market. He has concerns for the PMI market as a result of the recent increases in IPT should it continue, and its long-term impact on sustainability.

Finally, the Executive Committee continue to meet on a regular basis to discuss a range of topics including the IPT Petition, the implications for the industry as a result of the new GDPR rules and the planned education events and member offers. We very much look forward to updating further on all of these, and more, at the upcoming AMII Summit.

Best wishes

A handwritten signature in black ink, appearing to read 'Stuart Scullion', written over a horizontal line.

Stuart Scullion

AMII Executive Chairman

September 2017