



# NewzBlast

News and information for our brokers



August, 2012

[ZurichCanada.com](http://ZurichCanada.com)



Dear <firstname> ,

I am delighted to tell you about the Zurich Public Sector Solution. From school boards to hospitals to the municipalities we live in, Public Sector interests affect us every day. Public Sector is a renewed area focus for

Zurich in Canada that we expect will grow in leaps and bounds.

Zurich's unparalleled breadth of products allows us to cover risks faced by the Public Sector. Initially we are targeting municipalities, educational institutions and healthcare facilities. We know this business, we take risks, and we have the tools to serve your customers together as a team.

I'll be in Saskatoon for RIMS Canada next month as part of the launch of this new, comprehensive offering and I look forward to seeing many of you there!

Sincerely,  
Julie Boyd  
National Director, Public Sector

## Zurich Contact

**Julia Warrender**

## Socially Hip!

We curate the latest in risk and insurance news on Twitter every day. Want to stay ahead of the curve with us? Follow [@zurichcanada](#) on Twitter!

## Zurich Featured Solution

### *Public Sector*

Backed by a global network of hundreds of risk specialists in 35 countries, our dedicated team of experts brings you the Public Sector Solution.

When we think of [Public Sector institutions](#), the buildings that house them immediately come to mind. But the Public Sector Solution is more than just Property coverage. What if a fire requires the immediate evacuation of businesses, schools, and residences in a municipality? And what if that fire leads to contamination or power outages, causing a significant financial loss? These complex, evolving risks are faced by public sector institutions every day, and Zurich has the tools to stay ahead of the curve.

Zurich's Public Sector Solution delivers a total package for

## Quick Links

- [Claims](#)
- [Risk Services](#)
- [Zurich Builders Risk game](#)
- [ZurichEZclick.com](#)

these niche exposures. To learn more, visit the [Public Sector Solution](#) site today.

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## Customer HelpPoints

### *Zurich Protect Change Summary - Brainshark Presentation*

The changes to some of our core commercial wordings within Zurich Protect came into effect on August 1st, 2012. As promised in the last NewzBlast, [here is an online presentation](#) to help you explain what's new with Zurich to your customers. For more information, or to schedule a training session for your office, please contact your Business Development Leader.

### *Retail sales tax applied to cargo insurance in Manitoba*

Be advised as of July 15, 2012, retail sales tax (RST) applies to certain insurance contracts that relate to Manitoba. Insurance on goods in transit in Manitoba, including cargo, freight and delivery insurance such as inland transportation insurance will be subject to a 7% sales tax.

For details of how this change affects your business in Manitoba, [read the full notice here](#).

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## Zurich News

### *Parks and Reputation*

All it takes is one newsworthy event to damage the reputation of a municipality for a very long time. Julie Boyd's "Parks and Reputation" [article in the March edition of Canadian Underwriter](#) highlights detailed and customized risk management services that can help mitigate risk in the public sector.

### *Staff Updates - New Business Development Leader in Quebec*

We are pleased to announce the appointment of Larbi Bouhlal to the position of Business Development Leader in Quebec. Larbi joined Zurich four years ago and has worked his way through progressively more senior roles, including most recently as Senior Underwriter in the Montreal office. Please join us in welcoming him to the Distribution team!

### *Zurich Hazard Analysis Team Leader Training*

The [Zurich Hazard Analysis](#) (ZHA) Team Leader Training Program is a phenomenally successful program that leads a team through

a hazard analysis session and equips attendees with the know-how to lead sessions in their companies. And it's [coming to Toronto](#) this fall!

This highly interactive workshop uses short lectures and presentations, case studies, group work, role-plays to train the next generation of risk managers. For more information, [download the brochure](#) and encourage your customers to sign up today by contacting [Jolene Carroll](#).

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