

**National Advisory Council (Philippines)**

**MEETING MINUTES**

**Friday 3 August 2018**

**Time:** 2.30pm to 4.30pm

**Venue:** CISI Philippines Office 14/F Net Cube Bldg, 3<sup>rd</sup> Ave cor 30<sup>th</sup> St, Bonifacio Global City, Taguig 1634

	<b>Committee</b>	<b>CISI Staff</b>
<b>Attendees:</b>	Mark John Abeleda (MA) James Hartland (JH)	Andrella Guzman-Sandejas (AGS) Marc Gulle (MG)

**Apologies:**

	<b>AGENDA</b>	<b>Led By</b>
1.	<p><b>Introduce NAC (Philippines) Members:</b></p> <ul style="list-style-type: none"> <li>- Introduction of CISI Staff</li> <li>- Introduction of NAC Members</li> <li>- Objectives of NAC               <ul style="list-style-type: none"> <li>o Provide support to CISI &amp; represent the Institute in activities/events</li> <li>o Representation from various sectors in financial services</li> </ul> </li> <li>- Goal is to have 6-8 members from different areas in the profession. Eventually elect an NAC president once we have at least 4 members.</li> <li>- Examples of NAC work in other countries</li> </ul>	AGS & MG
2.	<p><b>Southeast Asia Update:</b></p> <ul style="list-style-type: none"> <li>- Originally set up office in Singapore due to operations jobs in the region. Due to shift in BPOs, CISI is diversifying to other countries in APAC as we see decline in Singapore exam uptake.</li> <li>- Challenges faced are protectionism, desire for localisation (vs looking from a global perspective), growth out of Singapore</li> <li>- Opportunities can be found in education, partnerships &amp; CPD offerings</li> </ul>	AGS

3.	<p><b>Country Update :</b></p> <ul style="list-style-type: none"> <li>- Challenges <ul style="list-style-type: none"> <li>○ BPO: Difficulty in penetrating industry. Strong message to upskill/reskill, however, industry is still not prepared to take such actions.</li> <li>○ Other Industries: No appetite for international products, would rather take local instead.</li> <li>○ Need a high number of exams to augment minimal profit driven by heavy discount.</li> <li>○ Limited resources for events &amp; school activities (speakers willing to work pro bono, resources etc.) <i>Action: MA to check with CISI members within HSBC</i></li> <li>○ Marketing: Need to be mindful of CISI guidelines – articles with publications, etc must be approved by London office. <i>Action: JH will reach out to contacts in online publications &amp; help promote CISI activities.</i></li> </ul> </li> <li>- Opportunities <ul style="list-style-type: none"> <li>○ Education <ul style="list-style-type: none"> <li>▪ Signed MOA with UST &amp; St. Scholastica.</li> <li>▪ UKTI to help with introduction to schools &amp; to further our agenda with CHED.</li> <li>▪ <i>Action: also tap International Schools</i></li> </ul> </li> <li>○ Joined IBPAP and BCCP to expand network &amp; find new contacts.</li> <li>○ PRC: Gained accreditation as an online provider. Ongoing survey to determine which courses to offer. Plan is to offer various modules per quarter – this is to balance out offerings vs accreditation cost.</li> <li>○ SEC: Ongoing project to create learning material for AML portion of licensure exam. We have submitted the technical content and pending with regulator to localise.</li> </ul> </li> </ul>	
4.	<p><b>Events Update:</b></p> <ul style="list-style-type: none"> <li>- Discussed Global Trust Award for 2018 &amp; Awards Ceremony</li> <li>- Member events <ul style="list-style-type: none"> <li>○ Aim to hold at least 1 CISI CPD event per quarter. <i>Action: ALL to suggest topics. AGS &amp; MA agree on starting with a basic event to educate public on investments (investors &amp; insurance agents). JH suggested an event for international IFAs.</i></li> <li>○ Have at least 20 participants (50 maximum at present) per event.</li> <li>○ Seek companies to tie up with. <i>Action: JH can tap firms to sponsor. AGS has received confirmation from ANZ that they can provide venue if needed.</i></li> </ul> </li> </ul>	MG

5.	<b>Other Business:</b> - Date of next meeting: Date and venue of next meeting to be agreed. Action: <i>ALL please suggest. Best to hold this in December, as firms will be less likely to take up time.</i>	AGS