

Team Alfalah

Issue No. 65, July 2017





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Editor's *Note*

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Syed Hasnain Zawar

Usman Arif

Leadership is an important quality of humans required at all levels from business to nations. Fortunate are the organizations/nations which get great leaders. These are the individuals who take their people to the highest of progress and morality. There are many qualities that convert an ordinary person to a great leader. However, it is observed that great leaders have the following qualities that inspire other people to follow them;

1. **Honesty:** Your business and its employees are a reflection of yourself, and if you make honest and ethical behavior a key value, your team will follow suit.
2. **Delegate:** Finessing your brand vision is essential to creating an organized and efficient business, but if you don't learn to trust your team with that vision, you might never progress to the next stage. It's important to remember that trusting your team with your idea is a sign of strength, not weakness.
3. **Communication:** Knowing what you want accomplished may seem clear in your head, but if you try to explain it to someone else and are met with a blank expression, you know there is a problem. If this has been your experience, then you may want to focus on honing your communication skills.
4. **Confidence:** There may be days where the future of your brand is worrisome and things aren't going according to plan. Keep up your confidence level, and assure everyone that setbacks are natural and the important thing is to focus on the larger goal.
5. **Commitment:** If you expect your team to work hard and produce quality content, you're going to need to lead by example. There is no greater motivation than seeing the boss down in the trenches working alongside everyone else, showing that hard work is being done on every level.
6. **Positive Attitude:** You want to keep your team motivated towards the continued success of the company, and keep the energy levels up. Keep the office mood a fine balance between productivity and playfulness.
7. **Creativity:** Some decisions will not always be so clear-cut. You may be forced at times to deviate from your set course and make an on the fly decision. This is where your creativity will prove to be vital. As a leader, it's important to learn to think outside the box and to choose which of two bad choices is the best option
8. **Intuition:** When leading a team through uncharted waters, there is no roadmap on what to do. Everything is uncertain, and the higher the risk, the higher the pressure. That is where your natural intuition has to kick in. Guiding your team through the process of your day-to-day tasks can be honed down to a science. But when something unexpected occurs, or you are thrown into a new scenario, your team will look to you for guidance.
9. **Inspire:** Creating a business often involves a bit of forecasting. Especially in the beginning stages of a startup, inspiring your team to see the vision of the successes to come is vital. Make your team feel invested in the accomplishments of the company.
10. **Approach:** Not all human beings are the same. A basic concept, but something that is often overlooked. You have cultural perspectives, language barriers, different educational backgrounds, personality traits and varying value systems with which individuals come pre-conditioned that greatly affects how information is processed and interpreted. In order to optimize your effectiveness as a leader, you must have the ability to customize your approach on a person by person basis, based on the situation at hand. Your capacity to execute this concept will play a huge role in your ability to get the best work out of your team and other partners along the journey.

Islamic Corner

The Prophet ﷺ said: 'The people whom I hate the most and who are the farthest from me on the Day of Judgment are those who talk uselessly, and those who put down others, and those who show off when they talk.'
(Tirmidhi)

Employee Corner

Happy Birthday Colleagues

Name	Designation	Location	D.O.B
Muhammad Ali bashir	Senior Executive Officer	Head Office	16-July
Kashif Hafeez	Relationship Manager	Karachi	18-July
Umar Afzaal	Office Boy	Sialkot	19-July
Atteeq ur Rehman	Deputy Branch Manager	Sialkot	20-July
Abid Ali Akbar Siddiqui	Assistant Relationship Manager	Peshawar	24-July
Yasir Riaz	Assistant Manager	Peshawar	26-July
Adeel Nazeer Sheikh	Deputy Manager	Karachi	01-Aug
Abdul Qadir	Officer	Karachi	02-Aug
Iqbal Ahmed channa	Senior Executive Officer	Karachi	02-Aug
Abdul Rehman	Officer	Head Office	7-Aug
Khawaja Mustabeen Asad	Senior Executive Officer	Head Office	8-Aug
M. Arshad Khan	Officer	Karachi	8-Aug
Saqib Akram	Officer	Head Office	11-Aug
Shahid Ali Shaikh	Deputy Manager	Karachi	13-Aug
M. Ahsan Ali Raza	Senior Executive Officer	Lahore	15-Aug

Takaful Training



Takaful Training at Faisalabad Branch



Takaful Training at Faisalabad Branch



Takaful Training at Islamabad Branch



Takaful Training at Islamabad Branch



Takaful Training at Multan Branch

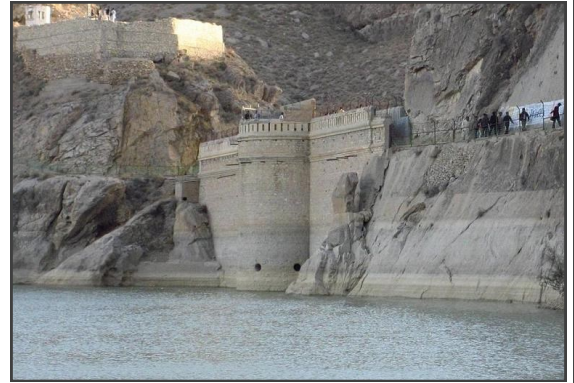


Takaful Training at Peshawar Branch

12 Ancient Forts in Pakistan

Quetta Fort

Quetta fort – frequently known as Quetta Qilla is a military garrison and ancient fortress; built during British Empire rule. The fort was a part of British strategy of converting Quetta into a military town.

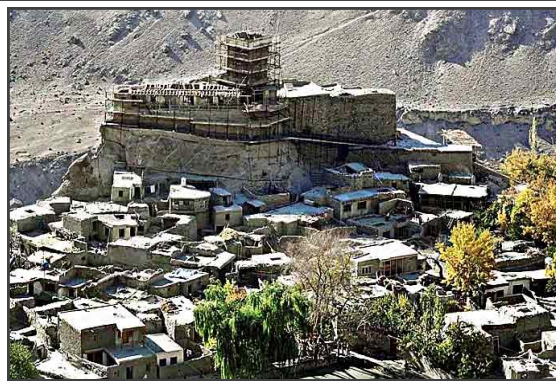


Skardu Fort

This King of Forts is located in the city of Skardu in Gilgit. This historic landmark had served as an area of Pakistani-Platoon deployment; to protect the locals during Indo-Pak war. The famous Australian film maker Greg Child narrates about its glory that it “perched above the junction of the rivers” and overlooks the Rock of Skardu.

Shigar Fort

The Shigar fort (The Fort on Rock) was built by King of Amacha Dynasty of Shigar in 17th century. After partial demolition through years, it was restored by Agha Khan Cultural Service Pakistan (AKCSP) and converted into a museum and luxury hotel



Altit Fort

Altit fort is home of the hereditary rulers of Hunza. The fort, particularly the Shikari tower is a classical masterpiece that is around 1100 years old; which makes it the oldest monument of Gilgit and a testimony of Mir’s reign.

12 Ancient Forts in Pakistan

Rawat fort

A 16th century monument, Rawat fort lodges in Pothohar Pakistan. It was crafted for the sake of warrior clans, raised by local tribes to defend the Pothohar plateau by Gakhars.

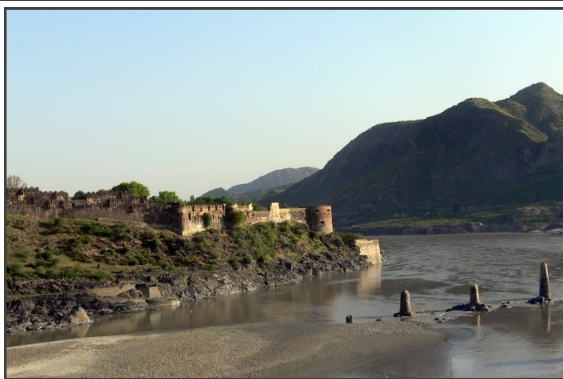


Derawar fort

Derawar fort is a large square fortress that will give you the royal Rajasthan treat! Derawar was built by Hindu Rajput, Bhati of Jaisalmer in Bahawalpur. It is a magnificent structure whose forty bastions of Derawar are visible for many miles in the Cholistan Desert.

Pharwala castle

On the historic countdown, Pharwala is momentous. It is naturally defended by a small Himalayan range and by River Sawan. It is a 15th century Gakhar's fort that is about 40 km from Rawalpindi.



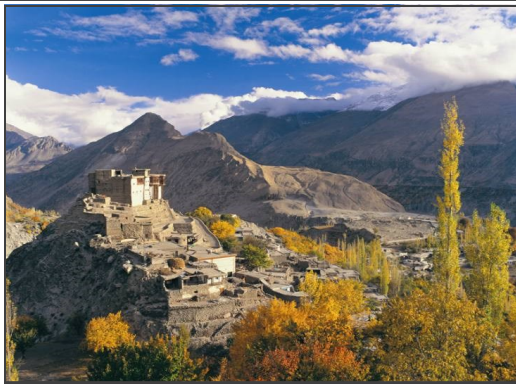
Attock fort

You can still find signs of great Emperor Akbar's reign through the Attock Fort. The fort was built between 1581 – 1583, under the authority of Khawaja Shamsuddin Khawafi, to protect the passage of River Indus.

12 Ancient Forts in Pakistan

Khaplu fort

Think of the prestigious Khaplu Palace famed as Yabgo Khar (meaning “The fort on the roof”), and you will be in awe of this architectural triumph. The palace is located in Khaplu, Baltistan. In the 19th century, it served as a royal residence for the Raja of Khaplu.



Baltit fort

Baltit fort gives Hunza a bygone touch. An ancient fort, founded in the 15th century dated back to 700 years ago, with rebuilds and alterations over the centuries. The architectural style is a clear indication of Buddhist influence.

Ranikot fort

Indicative of the Jamshoro legacy – Ranikot Fort is also known as The Great Wall of Sindh. It is believed to be the world’s largest fort. The hill top view and the archeological residual of the great walls make it an attractive place to visit and study.



Umerkot fort

The birth place of Emperor Akbar Umerkot fort base in Umerkot, Sindh also called Amarkot. The fort was earlier the property of Hindu Rajput dynasty; has been taken over by Government after formation of Pakistan. It is a heritage hub accompanied with ancient stories of Umer Marvi.

Faiz Ahmed Faiz

اقبال

آیا ہمارے دیس میں اک خوش نوا فقیر
 آیا اور اپنی دھن میں غزل خواں گزر گیا
 سُنسان راہیں خلق سے آباد ہو گئیں
 ویران میکدوں کا نصیبہ سنور گیا
 تھیں چند ہی نگاہیں جو اس تک پہنچ سکیں
 پر اس کا گیت سب کے دلوں میں اتر گیا
 اب دور جا چکا ہے وہ شاہِ گدا نما
 اور پھر سے اپنے دیس کی راہیں اُداس ہیں
 چند اک کو یاد ہے کوئی اس کی ادائے خاص
 دو اک نگاہیں چند عزیزوں کے پاس ہیں
 پر اُس کا گیت سب کے دلوں میں مقیم ہے
 اور اس کی لے سے سیکڑوں لڈت شناس ہیں
 اس گیت کے تمام محاسن ہیں لازوال
 اس کا وفور ، اس کا خروش ، اس کا سوز و ساز
 یہ گیت مثلِ شعلہ جوالہ سُند و تیز
 اس کی لپک سے بادِ فنا کا جگر گداز
 جیسے چراغِ وحشتِ صر صر سے بے خطر
 یا شمعِ بزمِ صبح کی آمد سے بے خبر

فیض احمد فیض

July Joiners

We congratulate Mr. Kamran Malik and Mr. Nawaz Khan for completing ten years in Alfalah Insurance Company. We hope that Alfalah Insurance will benefit from their continued patronage in days to come.

Name	Designation	Placement	Date of joining	Service period
Nazim Mohsin Ali	Manager	Karachi	01-July-06	11
Kamran Malik	Assistant Manager	Karachi	12-July-07	10
M. Nawaz Khan	Senior Relationship Manager	Karachi	12-July-07	10
Faisal Bashir	Office Assistant	Head Office	15-July-08	9
Rahim Karim	Executive Officer	Karachi	12-July-11	6
Aamir Naseem Ghumman	Deputy Manager Marketing	Sialkot	2-July-12	5
Fraz Amin	Manager	Head Office	13-July-12	5
Sadaat Khokhar	Relationship Manager	Lahore	12-July-12	5
Nimra Shahzad	Relationship Manager	Multan	1-July-13	4
Muhammad Naeem Saleem	Deputy Manager	Karachi	11-July-14	3
Salman Abdul Majeed	Assistant Manager	Karachi	11-July-14	3
Muhammad Noman	Relationship Officer	Sialkot	1-July-15	2



Solar Paint

New 'Solar Paint' Could Transform Your Entire House into a Clean Source of Energy

Powering homes using clean energy is becoming easier thanks to a growing number of innovative technologies and initiatives.

A team of researchers from the Royal Melbourne Institute of Technology (RMIT) has developed a paint that can be used to generate clean energy.

The paint combines the titanium oxide already used in many wall paints with a new compound: synthetic molybdenum-sulphide. The latter acts a lot like the silica gel packaged with many consumer products to keep them free from damage by absorbing moisture. According to a report on RMIT's website, the material absorbs solar energy as well as moisture from the surrounding air. It can then split the water into hydrogen and oxygen, collecting the hydrogen for use in fuel cells or to power a vehicle.

"The simple addition of the new material can convert a brick wall into energy harvesting and fuel production real estate," explained lead researcher Torben Daeneke.

Though the paint isn't expected to be commercially viable within the next five years, Daeneke told Inverse he believes the end product will be cheap to produce.

He also claims the paint would be effective in a variety of climates, from damp environments to hot and dry ones near large bodies of water: "Any place that has water vapor in the air, even remote areas far from water, can produce fuel."

The paint could be used to cover areas that wouldn't get enough sunlight to justify the placement of solar panels, maximizing the capability of any property to generate clean energy.

Any surface that could be painted - a fence, a shed, a doghouse - could be transformed into an energy-producing structure.

When this new material finally makes its way to consumers, it'll join the ever-growing list of innovative technologies that are moving humanity away from fossil fuels and toward a future of clean, renewable sources of energy.



High-paying job in the future

Alibaba founder Jack Ma sees serious change on the horizon. In the next 30 years, artificial intelligence will outpace human knowledge, leading to job loss.

"The new wave is coming. Jobs will be taken away," Ma says. "Some people, who catch up with the wave, will be rich, will be more successful."

But for those who fall behind, says Ma, the future will be "painful."

At the heart of the fast-approaching technological new age, Ma says, is data. According to his projections for the future job market, skills associated with data and its analysis will become extremely valuable.

"The world is going to be data," Ma says. "I think this is just the beginning of the data period."

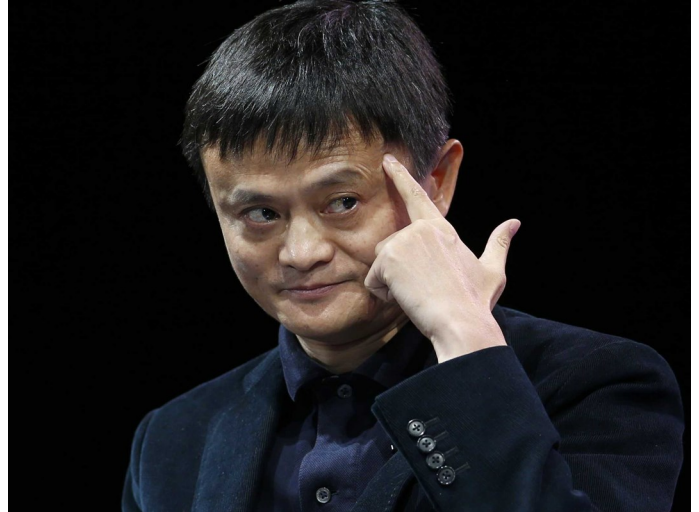
Alibaba holds an incredible amount of data on its customers, many of whom visit the website several times a day. That trove of information, Ma explains, has opened his eyes to what the world will look like in the coming decades. "We think data is going to be so important to human life in the future," he says. "Tomorrow everything will be connected."

Ma isn't the only business leader emphasizing the importance of analytical skills. Tesla and SpaceX CEO **Elon Musk** is working on a project to link the human brain with computers, which would improve the human brain's "incredibly low" data processing speed. Microsoft co-founder and futurist Bill Gates says the ability to harness information will transform global health and prevent the spread of illnesses.

Eric Schmidt, executive chairman of Google's parent company Alphabet and Jonathan Rosenberg, adviser to CEO **Larry Page**, agree that data analytics is the **top skill young professionals should learn** more about.

"By data analytics," Schmidt says, "I mean a basic knowledge of how statistics works a basic knowledge of how people make conclusions over big data."

"I think a basic understanding of data analytics is incredibly important for this next generation of young people," the executive chairman says. "That's the world you're going into."



Bitcoin

Bitcoin is a form of digital currency, created and held electronically. No one controls it. Bitcoins aren't printed, like dollars or euros – they're produced by people, and increasingly businesses, running computers all around the world, using software that solves mathematical problems.

It's the first example of a growing category of money known as cryptocurrency.

What makes it different from normal currencies?

Bitcoin can be used to buy things electronically. In that sense, it's like conventional dollars, euros, or yen, which are also traded digitally.

However, bitcoin's most important characteristic, and the thing that makes it different to conventional money, is that it is *decentralized*. No single institution controls the bitcoin network. This puts some people at ease, because it means that a large bank can't control their money.

Who created it?

A software developer called Satoshi Nakamoto proposed bitcoin, which was an electronic payment system based on mathematical proof. The idea was to produce a currency independent of any central authority, transferable electronically, more or less instantly, with very low transaction fees.

Who prints it?

No one. This currency isn't physically printed in the shadows by a central bank, unaccountable to the population, and making its own rules. Those banks can simply produce more money to cover the national debt, thus devaluing their currency.

Instead, bitcoin is created digitally, by a community of people that anyone can join. Bitcoins are 'mined', using computing power in a distributed network.

This network also processes transactions made with the virtual currency, effectively making bitcoin its own payment network.

What is bitcoin based on?

Conventional currency has been based on gold or silver. Theoretically, you knew that if you handed over a dollar at the bank, you could get some gold back (although this didn't actually work in practice). But bitcoin isn't based on gold; it's based on mathematics.

Around the world, people are using software programs that follow a mathematical formula to produce bitcoins. The mathematical formula is freely available, so that anyone can check it.

The software is also open source, meaning that anyone can look at it to make sure that it does what it is supposed to.

Importance of Re-Insurance to Insurance Companies

Reinsurance is an extension of the concept of insurance, in that it passes on part of the risk for which the original insurer is liable.

Due to the size and complexity of some risks, some insurers take out their own, additional insurance as added protection for themselves.

When insurers insure a risk again, it's called reinsurance.



Reinsurance is Important for four main reasons

1. To protect an insurer against very large claims

Insurers spread the costs of paying out on large risks by reinsuring part of what they have agreed to insure with other reinsurers. This 'spread' means that the loss incurred by each individual insurer is not as severe.

2. To reduce exposure to 'peaks and troughs'

Insurers want a balanced set of underwriting results each year, without peaks and troughs. Because reinsurance covers them against unusually large losses, this keeps a cap on the claims the insurer has to pay.

3. To obtain an international spread of risk

This is important when a country is vulnerable to natural disasters and an insurer is heavily committed in that country. Insurance may be reinsured to spread the risk outside the country.

4. To increase the capacity of the direct insurer

Sometimes, insurers want to insure a very large risk but are unable to do this on their own. By using reinsurance, the insurer can accept the whole risk and then reinsure the parts it cannot keep with other insurers.

Source: <https://www.linkedin.com/pulse/reinsurance-its-importance-christian-winkler>

Insurance Law Case

Breach of duty

A breach of duty occurs when the defendant fails to do what a 'reasonable man' would have done in the circumstances, or does what a reasonable man would not have done. Alternatively, we can say that a breach occurs when the defendant fails to take reasonable precautions.



Under English law, the standard by which the defendant's behavior is judged is objective. This means that the same standard applies to everybody.

Example

Anybody who drives a car is expected to meet a basic standard of competence: the standard expected does not vary according to whether the driver is a learner or a professional racing driver.

However, a defendant who holds himself out as having some particular skill or ability will be expected to exercise that skill in a competent fashion.

Example

A professional person such as a doctor will be judged by the standards prevailing in the medical profession and not according to the medical knowledge of the 'man in the street'.

Case example

In *Wilsher v. Essex Health Authority* (1986), a junior hospital doctor was held liable for negligent medical treatment which injured a premature baby, and his inexperience as a doctor was held to be no defense.

Whether a breach has occurred is a question of fact, to be decided by the court in the light of all the circumstances of the case.

In short, the greater the risk presented by the defendant's activities, the greater will be the care expected of them. In the case of the most hazardous activities (such as operating a nuclear power station) the utmost care and the greatest precautions will be demanded, even if the costs involved are high. On the other hand, where the risk or injury is trivial or remote (such as when playing table tennis) the courts will not expect any elaborate and expensive precautions to be taken. In other words, whilst the defendant is expected to take 'reasonable precautions' in any case, what is reasonable will depend on the circumstances.



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