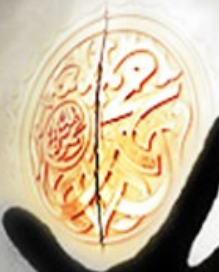


Team Alfalah

Issue No. 44, Dec 2015

سُبْحَانَكَ
مُحَمَّدٌ
صَلَّى اللهُ عَلَيْهِ وَسَلَّمَ



قلب میں سوز نہیں، روح میں احساس نہیں
کچھ بھی پیغامِ محمد ﷺ کا تمہیں پاس نہیں



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Editor's *Note*

Chief Patron

Mr. Nasar us Samad Qureshi

Editorial Board

Dr. Fawad Sarwar

Syed Hasnain Zavar

Muhammad Salman Hameed

Dr. Iram Kashifa

Usman Arif

" This month is full of events. Some are really brutal to remember including Army Public School Peshawar Incidence last year. Separation of East Pakistan to Bangladesh is also very sad past for us. However life goes on, and we should work hard as a nation to take it to the greatest place among nations. Birth date of our beloved Prophet is also approaching in the coming week that demands from us to remember his Sunnah in all aspects. Christmas is also approaching to be celebrated all over the world.

On behalf of editorial team , I also take this opportunity, to say goodbye to one of our member Dr. Iram Kashifa. She served the company in health department for about 5 years with full devotion and energy. She was an active member of editorial team for the last 2 years. She contributed a lot of articles and valuable suggestions to make this newsletter better. She is going to join her family in Netherlands in the coming week as well. Editorial team prays for her future success in the coming time!

As the last decade of December remains quite cold, everyone should be careful regarding covering with warm cloths to protect from various viral illnesses. Use of hot drinks including tea, coffee and soup will be useful during these days. Kids would be enjoying free time at homes after hectic examination spell. Wishing very happy leaves for them and pray that end of this year and beginning of new year may bring happiness and prosperity for everyone".

Dr. Fawad Sarwar

Islamic Corner

دعا:- حضرت نوح علیہ السلام

وَقَالَ ارْكَبُوا فِيهَا بِسْمِ اللّٰهِ مَجْرَاهَا وَمُرْسَاهَا اِنَّ رَبِّي لَغَفُورٌ

رَحِيْمٌ

(سورہ ہود آیت نمبر 41)

ترجمہ:- نوح علیہ السلام نے کہا اس کشتی میں بیٹھ جاؤ اللہ ہی کے نام سے اس کا چلنا اور ٹھہرنا ہے یقیناً میرا پالنے والا بڑی بخشش اور بڑے رحم والا ہے۔

Dua for asking for a heir / successor :

رَبِّ لَا تَذَرْنِي فَرْدًا وَّ اَنْتَ خَيْرُ الْوَارِثِيْنَ

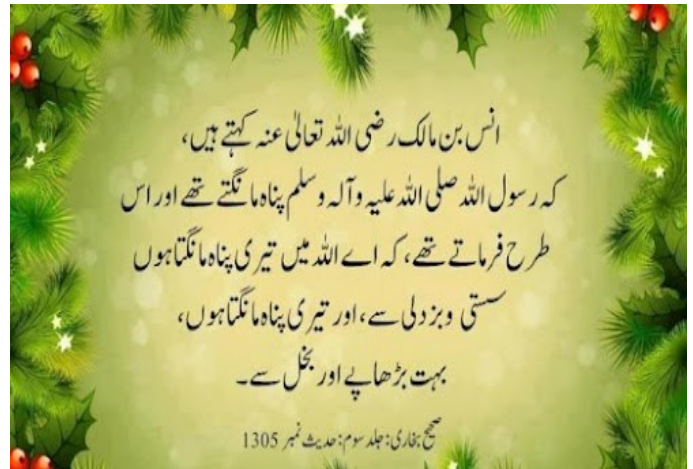
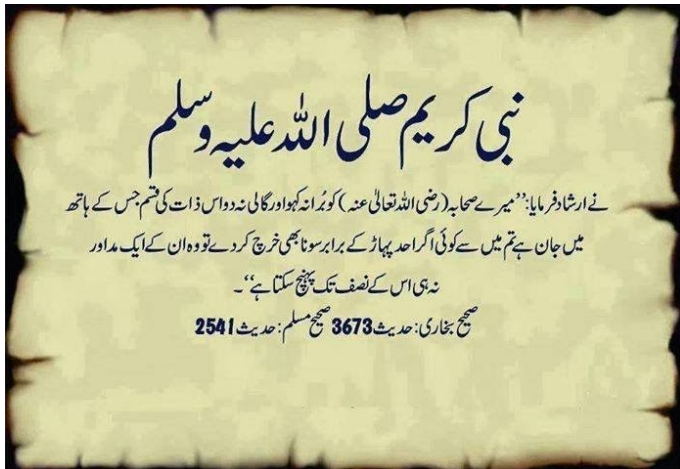
My Lord, do not leave me alone [with no heir],

while you are the best of inheritors.

Islamic Corner

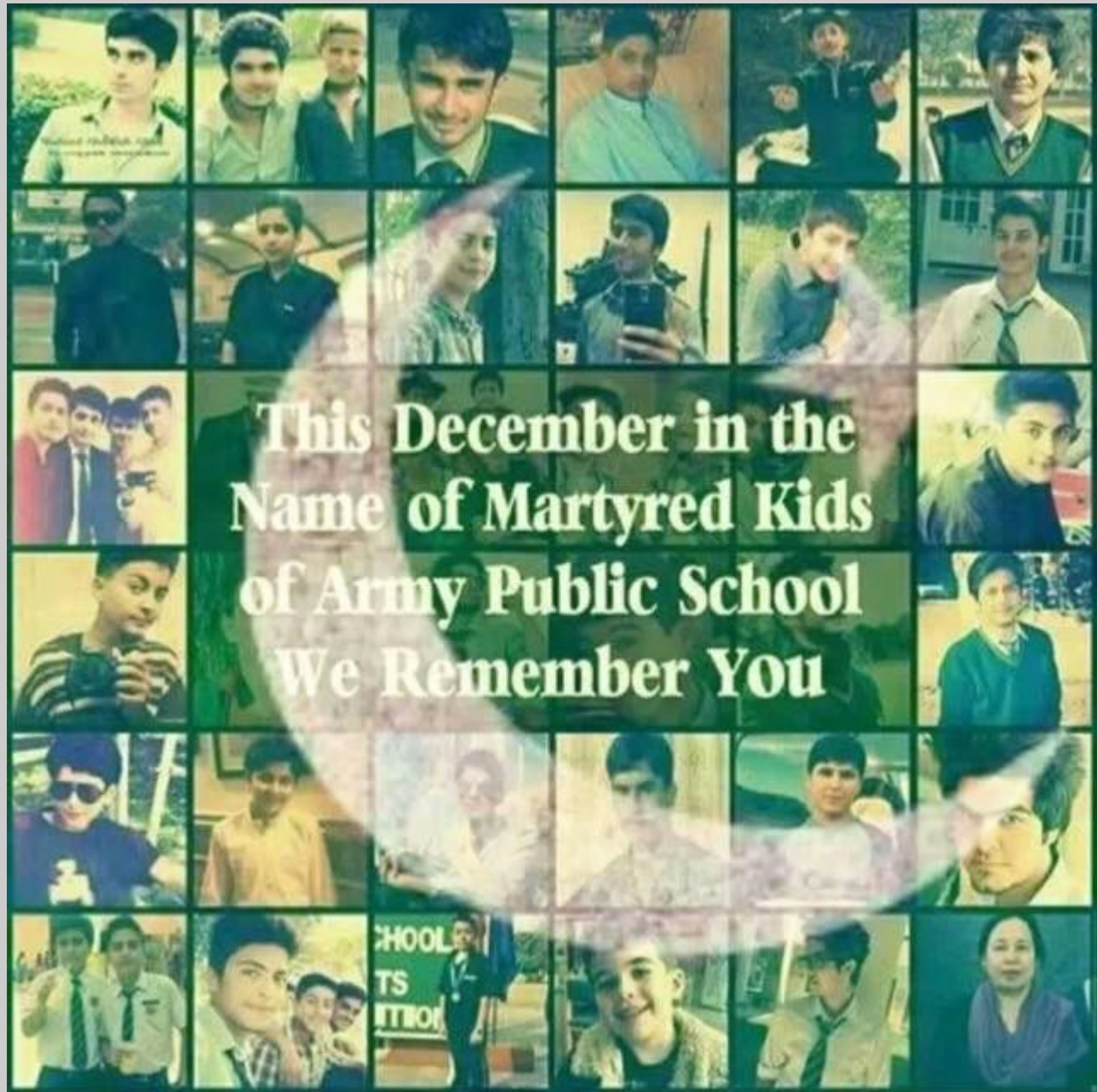


Rabiul Awwal is that bountiful month of Islam in which the Holy Prophet (Sallallahu AlaihiWasallam) graced the universe. On the 12th of Rabiul Awwal an inextinguishable light known as Muhammad (Sallallahu Alaihi Wasallam) was born, triumphing over darkness which had prevailed till then. Allah Subhaanahu Wata'ala in His Infinite Mercy endowed mankind with a gift, immeasurable in worth. Celebrating, remembering and showing gratitude for that auspicious day on which we received this precious gift is known as Jashne Eid-Milad-un-Nabi (Sallallahu AlaihiWasallam).



Tribute to APS Martyrs

16 Dec 2014 will be remembered as the most cruel day in the history of Pakistan. We lost around 147 innocent lives of school kids and teachers who were martyred brutally. The lost souls will be remembered forever especially Ms. Tahira Qazi (Principal) who gave her life to save the innocent school children. May the souls rest in peace and May Allah give patience to the parents and dear ones of the departed souls.



Employee Corner

Happy Birthday Colleagues

Name	Designation	Location	D.O.B
Fazal Ur Rehman Malik	Head of Business Development	Islamabad	2-Dec
Muhammad Assad Ullah	Deputy Relationship Manager	Faisalabad	2-Dec
Atif Hafeez	Senior Executive Officer	Head Office	3-Dec
Rabia Khalil	Executive Officer	Karachi	5-Dec
Maiza Muneer Malik	Assistant Manager Marketing	Karachi Unit 1	6-Dec
Syed Ali Waseem	Relationship Officer	Multan	11-Dec
Fahim Haider	Officer	Head Office	12-Dec
M. Shahid Wajid	Senior Officer	Karachi	12-Dec
Faraz Hassan	Deputy Manager	Karachi	14-Dec
Jamil Monnoo	Relationship Manager	Lahore	15-Dec
Jabbar kadir	Manager	Karachi Unit 1	17-Dec
Sadaat Khokhar	Deputy Relationship Manager	Lahore Unit-1	20-Dec
Raza Javed Vohra	Branch manager	Lahore Unit-1	21-Dec
Abdul Haye Mughal	Executive Director	Head Office	25-Dec
Saima Bilal	Corporate Human Resource Manager	Head Office	25-Dec
M. Tariq Chaudhry	Manager	Head Office	27-Dec
Kalsoom Mohy ud Din	Officer	Head Office	31-Dec



New Inductions



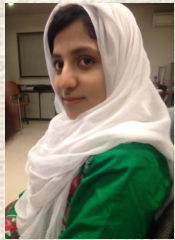
I have completed MBA in Insurance and Risk Management and studying ACII. I have 5 years of experience in Atlas Insurance Limited in Reinsurance and Medical Claims department. I believe that there is nothing impossible to achieve if one has firm faith in ALLAH and has the ambition to achieve one's goals.

Furqan Mobin
Executive Officer – Reinsurance Head Office



I am Shanzae Khalid working as Executive Officer in Reinsurance Department. I have done MBA (IRM) from Hailey College of Banking & Finance . I see myself as a reliable and top performing employee in an organization by growing my skills and education further.

Shanzae Khalid
Executive Officer – Reinsurance Head Office



Hi, I am Sana Rafi. I did MBA (IRM) from Hailey collage of banking and finance. Previously I worked in EFU and now I am here at ALFALAH INSURANCE as Executive Officer. In future I want to become independent.

Sana Rafi
Executive Officer – Re-Takaful Head Office



I am abdul waheed. I have done MBA/MS (3.5 years) (Insurance and Risk Management) From Hailey College of Banking and Finance, Punjab University, Lahore I have one Year Experience in Chawla Chemical & Metal Industry (pvt) Ltd. I have objective to work in a competitive and challenging environment. I am Cooperative team player who maintains a professional attitude at all times.

Abdul Waheed (Executive Officer LU-1)

My name is Naila Mohammad. MBA (IRM) CII (cert.). I am aspiring to learn and create a niche for myself. Also looking forward to make acquaintance with colleagues at Alfalah Insurance Company.

Naila Muhammad
Executive Officer – Underwriting Head Office

Farewell of Dr. Iram Kashifa

Farewell party was hosted by Alfalah Insurance Company for Dr. Iram Kashifa. She worked for good 5 years at Health Department. We wish her best of luck for her future endeavors.



UAE National Day - 02nd Dec

Alfalah Insurance Company sponsored the event held by UAE Embassy on account of their National Day on 2nd December at Serena Hotel Islamabad. Mr. Abdul Haye, Sultan Pervaiz and Syed Hasnain Zawar was representing Alfalah insurance Company at the event. We are sharing few snapshots for our viewers.



139th Birth Anniversary of Muhammad Ali Jinnah

The Nation will celebrate the 139th birth anniversary of Quaid-e-Azam Muhammad Ali Jinnah on Friday 25 December 2015, renewing the pledge to follow his guiding principle of Unity, Faith and Discipline, thus promoting prosperity, peace and harmony and consolidating democratic process in the country.

Quaid e Azam Muhammad Ali Jinnah whose word was law for his followers but he never acted like a dictator. He derived his power from the people to whom he always considered himself accountable. At the time he was offered life presidency of the All India Muslim League. He refused by saying that he would like to come before the Muslim League Council every year and get himself elected its president on the strength of his performance.



Quaid-e-Azam cutting his Birthday cake on 25th December, 1947 in Karachi

Prof Stanley Wolpert in his book 'Jinnah of Pakistan' says:

'Few individuals significantly alter the course of history. Fewer still modify the map of the world. Hardly anyone can be credited with creating a nation-state. Mohammad Ali Jinnah did all three.'

Jinnah had a firm faith in the democratic system of Government and throughout his life he continued to adhere scrupulously to the democratic norms. Muslim League activists assembled at a Muslim League General Council meeting under his presidency where he invited participants to express their views. The councilors said "You are our leader, you order and we will follow." The Quaid said where was fun in assembling people from every nook and corner of the country, if he was to order, he would have issued a statement in the press.

It was through the democratic process that he was able to spearhead the Muslim freedom movement. This was one of the biggest mass movements in the history of All India Muslim League. Later as Governor-General of Pakistan he acted strictly in accordance with universally accepted rules of business. Such was his stature and so commanding was his hold over the Muslim rank and file that an ordinary man would have turned autocratic in attitude and dealings but not the Quaid. He was a constitutionalist.

139th Birth Anniversary of Muhammad Ali Jinnah

After the establishment of Pakistan, the Quaid refused to continue as the President of the Muslim League because as the head of State he could not function as the head of a political party. Combining the two offices in one person, he considered it was violation of the democratic principles.

The Quaid was a great champion of the freedom of the press and advocate of civil liberties. He always played the game of politics according to the established rules of democracy. He was indeed democracy personified.



Quaid could give to his countrymen a constitution on his own which would have been accepted without any hesitation but he left it to the elected representatives of the people of Pakistan to frame their own constitution. It was Quaid-i-Azam's democratic temperament which did not like to dictate the Constitution he would have liked.

25 Dec. 1947: Quaid reading about the felicitations on his birthday in the 'Dawn'. The headline says '71 today'

In a broadcast talk to the people of the United States of America in February, 1948, the Quaid said:

"The constitution of Pakistan has yet to be framed by the Pakistan's constituent Assembly. I do not know what the ultimate shape of the constitution is going to be, but I am sure it will be a democratic constitution embodying the essential principle of Islam, as Islam and its idealism has taught us democracy."

Great nations celebrate birthdays or observe death anniversaries of the Fathers of their nations not merely by pompous display of festivities but by strictly following the precepts and guidelines left by their founding fathers in letter and spirit.

Satellite Insurance

Satellite insurance is a specialized branch of aviation insurance in which, as of 2000, about 20 insurers worldwide participate directly. Others participate through reinsurance contracts with direct providers. It covers three risks: relaunching the satellite if the launch operation fails; replacing the satellite if it is destroyed, positioned in an improper orbit, or fails in orbit; and liability for damage to third parties caused by the satellite or the launch vehicle.

In 1965 the first satellite insurance was placed with Lloyd's of London to cover physical damages on pre-launch for the "Early Bird" satellite Intelsat I. In 1968 coverage was arranged for pre-launch and launch perils for the Intelsat III satellite. Satellites are very complex machines which are manufactured and used by governments and a few larger companies. The budget for a typical satellite project can be in excess of billions of dollars and can run 5–10 years including the planning, manufacturing, testing, and launch.

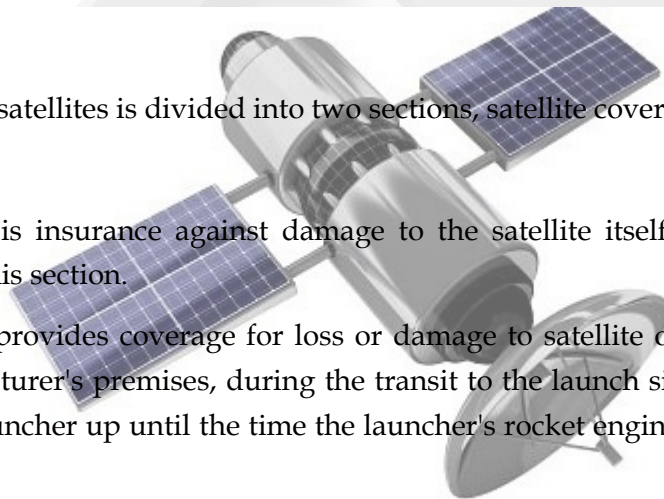
Types of Coverage:

Insurance available for satellites is divided into two sections, satellite coverage and ground risk coverage.

1- Satellite Risk

Satellite risk coverage is insurance against damage to the satellite itself. There are four basic types of coverage available in this section.

- Pre-launch insurance provides coverage for loss or damage to satellite or its components from the time they leave the manufacturer's premises, during the transit to the launch site, through testing, fueling, and integration with the launcher up until the time the launcher's rocket engines are ignited for the purpose of the actual launch.
- Launch insurance provides coverage for the period from the intentional ignition of the engines until the satellite separates from the final stage of the launch vehicle, or it may continue until completion of the testing phase in orbit. Typical coverage usually runs for a period of twelve months but is limited to 45–60 days in respect of testing phase in orbit.
- Launch failure is the greatest probability of satellite loss and approximately 7% of satellites have failed on launch. Coverage while in orbit provides for physical loss, damage, or even failure of the insured satellite while in orbit or during orbit placement. Elements of risk attached to satellites during orbit are damage caused by objects in the hostile space environment, extremes of temperature, and radiation. Because it is not typically possible to repair a satellite once it is physically placed in orbit, the coverage is basically granted as a product guarantee.



Satellite Insurance

Third party liability is the final section of the policy, and is a statutory requirement of the Government of the nation where the launch will take place, regardless of the nationality of the satellite owner. A special license must be provided to the regulating authorities before a launch can take place. Coverage usually runs up to 90 days following the actual launch. Loss of revenue coverage is also available but is not purchased often.

2- Ground Risk

As many ground stations are run by large government entities such as NASA, failure on the part of the insured is rare. In cases where failure occurs due to events which are beyond the control of the insured (such as an earthquake), coverage provides for the cost of hiring premises, replacing computer systems, software backup, and other items necessary to resume operations.

Underwriting Considerations:

When considering a rating structure for satellite insurance coverage, during the early days many insurers based their rating according to the launch vehicle. For example, if the launch vehicle being used had a one in ten failure rate, the insurance premium would be ten per cent of the gross cost. Today insurers use statistics and computer modeling to arrive at premium rates, although data for calculations is limited. Another aspect of satellite insurance is the procedure attached to salvage. Though it is impossible to obtain monetary value from the wreckage in the event of an actual total loss or constructive total loss, many insurers rely on sharing any revenue which may be obtainable from the failed satellite with the insured.

Regulation:

A rule of satellite launch technology is governed by International Traffic in Arms Regulation (ITAR) in the United States. The regulation states that details of any technology provided to insurance underwriters are subject to strict rules and are provided to selected insurers only. This is an important consideration as the structure and technology used on launch vehicles is similar to missile technology for weapons. Failure to comply with ITAR rules could result heavy fines and imprisonment. In case where reinsurance coverage is arranged, re-insurers who provide such coverage have to rely on very limited information.

T's for a Successful Marriage

Some really good advice for a successful marriage given by a teacher at a wedding. He said these are the T's of a successful marriage.

- ☺ T Is for Taqwa - the foundation of a successful marriage. Fearing Allah allow both parties to live in harmony.
- ☺ T is for Trust - don't allow any room for your spouse to doubt you and give them some personal space
- ☺ T is for Tongue - control your tongue when speaking to your spouse. Don't speak rudely.
- ☺ T is for Talk - Communicate with your spouse regularly. Let them know your feelings.
- ☺ T is for Time - make time to spend with your spouse, and realise that your life timetable has to change once you're married.
- ☺ T is for Tea - make sure you eat and drink together at the same time as this creates love between 2 people
- ☺ T is for Tolerance - nobody is perfect, but look at the good qualities in your spouse and tolerate the bad with patience
- ☺ T is for Technology - technology can make or break a relationship. Don't allow it to become the third person in the relationship.
- ☺ T is for Trouble makers - don't allow the rumours and comments of others spoil the harmony between you and your partner
- ☺ T is for Temper - this is one of biggest reasons behind marriages breaking. Control your anger with your spouse.
- ☺ T is for Tahajjud - wake up in the night for Tahajjud and even pray together, and encourage each other to do good deeds
- ☺ Pass it on and it might benefit someone



Health Insurance Frauds

Insurance fraud:

Insurance fraud occurs when any act is committed, with the intention to fraudulently obtain some benefit or advantage to which they are not entitled.

Causes of Insurance Frauds:

There may be many causes of insurance frauds but most common are as follows:

- **Financial benefits** (problems)
- **Anger** (must get)
- **Victim Mentality** (deserving)
- **Greed** (short cuts)

Classification of Insurance Frauds:

Hard frauds:

Hard fraud occurs when someone deliberately plans or invents a loss, such as a collision, auto theft, or fire that is covered by their insurance policy in order to receive payment for damages.

Soft frauds:

Soft fraud, which is far more common than hard fraud, is sometimes also referred to as opportunistic fraud. This type of fraud consists of policyholders exaggerating otherwise legitimate claims.

Health insurance frauds:

Health insurance fraud is described as an intentional act of deceiving, concealing, or misrepresenting information that results in health care benefits being paid to an individual or group.

How to Fraud?

- Exaggeration of claim financially
- Duplicate billing
- Over-utilization (unnecessary investigation)
- Phantom billing
- Ineligible members and/or dependents
- Alterations on enrollment forms
- Concealing pre-existing conditions
- Failure to report other coverage
- Prescription drug fraud
- Work related injury
- Bogus physicians
- Billing for services not rendered
- Alterations on claims submissions
- Over stay or work ups
- Deliberate enhancement of claim

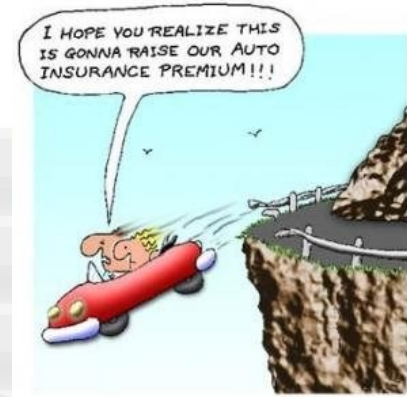
Health Insurance Frauds

Detection of fraud:

- A condition that arose suddenly
- The request for extra test, treatment or drugs
- A treatment that could be provided as an out- or day patient is provided as an inpatient
- A patient staying in hospital for longer than necessary
- The performance of a more complex procedure
- Higher costs than normal
- Providing treatment which does not relate to the condition claimed

Prevention of fraud:

- Complete scrutiny
- Case management
- Surprise visits
- Manage investigation workflows
- Maintain proper record of claims
- Past history of assured/insured group



Importance of Data Security

Importance of Data Security:

Truly securing the data of your company and your customers is vital to business success. In today's world of identity theft and data thieves, many small companies are not prepared to handle the responsibility they have for sensitive data.

Businesses must understand the importance of providing secure storage for their customers' data. This is especially important following the disposal of computers and storage hardware. The results of improper data management can be catastrophic to a company.

Most small business doesn't always have a good data storage plan in place. Some businesses do not understand the need for formal planning about data security. Others feel that they can protect their data with simple common sense, often being unaware of the sophisticated methods fraudulent people use to retrieve data.



What Kind of Data Needs to Be Secure?

Customer Information:

Securing the data of customers should be the number one priority for any business. Without customers, the business would fail. And without data security, the customers will take their business to a competing company.

Product Information:

In many industries, protecting information about new and existing products is also a priority. Competing companies may be looking for a commercial advantage by using stolen data. Innovation is a key to surviving in most businesses, and in order to protect its intellectual property, a company needs to pay attention to data security.

Employee Information:

Most companies have detailed personal information about employees, such as bank details, addresses, telephone numbers, and employment records. It's vital to protect this data.

Company Information:

It is important for many companies to protect financial information and other data about the business. If accessible to unauthorized users, this information could harm the business's reputation or provide impetus for legal action against the company.

Short Stories

THE COCKROACH THEORY FOR SELF DEVELOPMENT

At a restaurant, a cockroach suddenly flew from somewhere and sat on a lady. She started screaming out of fear. With a panic stricken face and trembling voice, she started jumping, with both her hands desperately trying to get rid of the cockroach.

Her reaction was contagious, as everyone in her group also got panicky. The lady finally managed to push the cockroach away but ...it landed on another lady in the group. Now, it was the turn of the other lady in the group to continue the drama.

The waiter rushed forward to their rescue. In the relay of throwing, the cockroach next fell upon the waiter. The waiter stood firm, composed himself and observed the behavior of the cockroach on his shirt. When he was confident enough, he grabbed it with his fingers and threw it out of the restaurant.

Sipping my coffee and watching the amusement, the antenna of my mind picked up a few thoughts and started wondering, was the cockroach responsible for their histrionic behavior? If so, then why was the waiter not disturbed? He handled it near to perfection, without any chaos.

It is not the cockroach, but the inability of the ladies to handle the disturbance caused by the cockroach that disturbed the ladies. I realized that, it is not the shouting of my father or my boss or my wife that disturbs me, but it's my inability to handle the disturbances caused by their shouting that disturbs me.

It's not the traffic jams on the road that disturbs me, but my inability to handle the disturbance caused by the traffic jam that disturbs me.

More than the problem, it's my reaction to the problem that creates chaos in my life.

Lessons learnt from the story: I understood, I should not react in life. I should always respond. The women reacted, whereas the waiter responded.

Reactions are always instinctive whereas responses are always well thought of, just and right to save a situation from going out of hands, to avoid cracks in relationship, to avoid taking decisions in anger, anxiety, stress or hurt.

DO U HATE SOMEONE???

A kindergarten teacher decided to let her class play a game. The teacher told each child in the class to bring along a plastic bag containing a few potatoes.

Each potato will be given a name of a person that the child hates, so the number of potatoes that a child will put in his/her plastic bag will depend on the number of people he/she hates.

So when the day came, every child brought some potatoes with the name of the people he/she hated. Some had 2 potatoes; some 3 while some up to 5 potatoes. The teacher then told the children to carry with them the potatoes in the plastic bag wherever they go (even to the toilet) for 1 week.

Days after days passed by, and the children started to complain due to the unpleasant smell let out by the rotten potatoes. Besides, those having 5 potatoes also had to carry heavier bags. After 1 week, the children were relieved because the game had finally ended. The teacher asked: "How did you feel while carrying the potatoes with you for 1 week?". The children let out their frustrations and started complaining of the trouble that they had to go through having to carry the heavy and smelly potatoes wherever they go.

Then the teacher told them the hidden meaning behind the game. The teacher said: "This is exactly the situation when you carry your hatred for somebody inside your heart. The stench of hatred will contaminate your heart and you will carry it with you wherever you go. If you cannot tolerate the smell of rotten potatoes for just 1 week, can you imagine what is it like to have the stench of hatred in your heart for your lifetime???"

Moral of the story: Throw away any hatred for anyone from your heart so that you will not carry sins for a lifetime.

Forgiving others is the best attitude to take!

True love is not loving a perfect person but loving an imperfect person perfectly!!

Alfalah Insurance

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MOTOR



INDUSTRIAL



PROPERTY



CARGO



TEXTILE



TRAVEL



ENERGY



HEALTH



CROP