

Promod Sharma

Insurance Actuary at Taxevity

Toronto, ON, CA

an actuary talking about trust or insurance

Biography

["Promod" is pronounced "pro-MODE" and misspelled "Pramod"] As an actuary, I'm trained to measure and manage risk. I designed insurance products and helped advisors sell them. In 2007, I started blogging, found my voice and two growing needs. I developed my speaking skills for both. **NEED FOR TRUST** In our transparent world, building trust is more difficult than ever. The techniques have changed. I have various presentations on building trust. (e.g., in general, with social media, with LinkedIn, with networking). My focus is on inspiring audiences by showing the simple things I've done, which they can also do. **NEED FOR INSURANCE LITERACY** The financial sector remains the least trusted in the world according to the Edelman Trust Barometer (2013, 2012, 2011). The battle for financial literacy focuses on the basics of budgeting and investing. The world of life and health insurance is more complex but worth understanding. The result is better decisions. **THE RECOGNITION** I've been interviewed in The Globe and Mail, Toronto Star and speciality publications. I've been featured in Carrick on Money (previously called the Personal Finance Reader). Live audiences across Canada and as far away as Switzerland have seen me speak. Taxevity was nominated for a Business Excellence Award in 2011 from the Toronto Board of Trade and Enterprise Toronto.

Availability

Keynote, Panelist, Workshop, Corporate Training

Industry Expertise

Insurance

Areas of Expertise

Trust, Insurance Literacy

Affiliations

SOA (Society of Actuaries), CIA (Canadian Institute of Actuaries), Toastmasters International

Sample Talks

How To Earn And Keep Trust

Trust is essential for success as a freelancer. Your expertise is not enough. Potential clients have difficulty judging your skills and often feel they have reasonable substitutes. In this session, explore how the face of trust has changed. How do you rank? Discover what you can do to attract and retain clients. This session is designed for freelancers who - have the expertise to do the work - face challenges getting or keeping clients

Event Appearances

How To Earn And Keep Trust

freelancecamp Toronto | <http://www.promodsharma.com/freelancecamp>

Be The One They Want

Good Works | <http://www.promodsharma.com/goodworks>

Building Trust With Social Media | <http://www.promodsharma.com/advocisgt>

Advocis Golden Triangle Chapter

Education

The University of Western Ontario

BSc (Honours) Actuarial Science

Western University (formerly The University of Western Ontario)

BSc (Honours) Actuarial Science

Accomplishments

Competent Communicator

from Toastmasters International for completing the 10 projects in the Competent Communicator manual

Business Excellence Award nominee

Nominated for a Business Excellence Award in 2011 from the Toronto Board of Trade and Enterprise Toronto in the Startup/New Business Category.

Rudy Award

Toastmaster Of The Year: awarded by Goodyear Toastmasters "for your outstanding contribution to our club"

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