

10 TIPS FOR WRITING A WINNING PAPER

1

READ THE QUESTION CAREFULLY – If it has a few parts make sure your answer addresses all of them.

2

HIT THE CRITERIA! Papers are marked on the following five criteria, all of which have equal weighting:

- Understanding and insight of the chosen topic
- Conclusions supported by sound evidence and research
- Clarity of thought
- Commercial insight
- Presentation

3

THINK CREATIVELY – Look for research which may be relevant from Australia, overseas markets, or possibly even undertake your own research.

4

THINK ABOUT YOUR TOPIC – At both a MICRO LEVEL (claims/underwriting level), as well as a MACRO LEVEL (industry level).

5

Try to **PROVIDE RECOMMENDATIONS / SOLUTIONS** the industry can consider to resolve the issue / question at hand.

6

STRUCTURE – Think about how your answer is structured. Make sure it is logical so your argument is easy to follow.

7

REMEMBER THIS IS A PUBLISHED PAPER – Consider how your paper will read to those within the industry as well as those external to the industry.

8

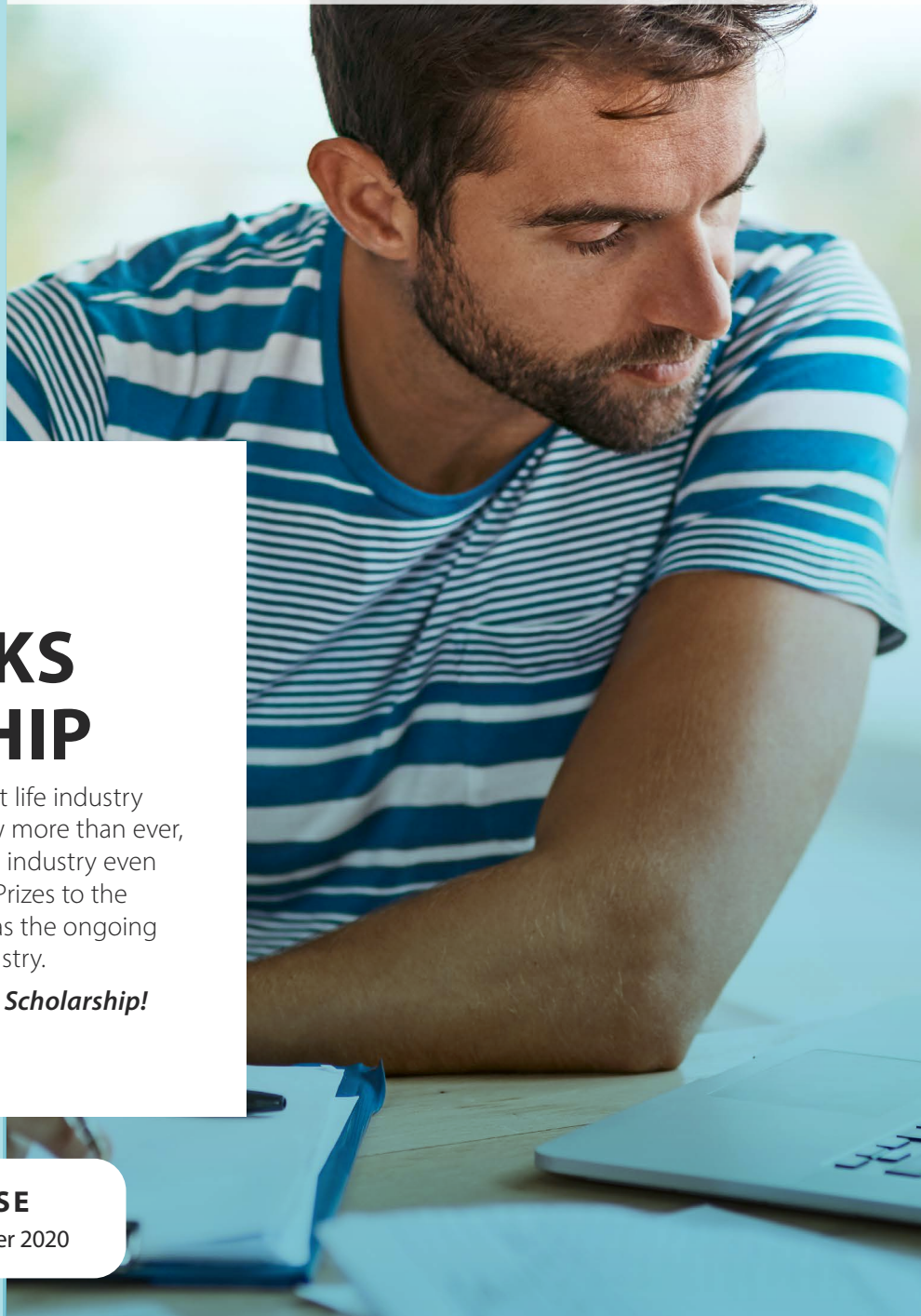
SPELL CHECK, SPELL CHECK, SPELL CHECK!

9

STICK TO THE WORD LIMIT – Maximum 2,500 words – This does not include footnotes and headers. Accurately record the word count on your application form and on your paper.

10

PROOFREAD – Have someone proofread your paper prior to submission to provide an independent perspective of how it reads.



2020 ALUCA TURKS SCHOLARSHIP

Do you have a view on an important life industry matter that needs to be heard? Now more than ever, become a voice for making our vital industry even better by entering our Scholarship. Prizes to the value of \$8,000 are on offer as well as the ongoing respect and admiration of your industry.

Make a difference today, enter the Scholarship!

APPLICATIONS CLOSE

5pm AEST on Sunday, 20 September 2020

Now in its 14th year, the ALUCA Turks Scholarship is designed to support the professional growth of ALUCA and its members by providing a significant career development opportunity for professionals working in the life insurance industry.

HOW TO ENTER

Entrants are asked to submit a paper (2,500 words max) addressing one of the 7 topical life insurance industry questions in the application form.

WHO CAN ENTER

The Scholarship is open to all members of ALUCA regardless of country of residence. Each entrant must be a current financial member and work in the life insurance industry.

MAJOR PRIZE

The winner receives an overseas life insurance conference package valued at up to AU\$8,000. If international travel restrictions are still in place when the chosen conference is scheduled, the prize may be awarded as cash in the sum of AU\$8,000.

The 1st runner-up will receive a AU\$1,000 Visa pre-paid gift card and the 2nd runner-up will receive a AU\$250 restaurant voucher.

ANNOUNCEMENT OF WINNERS

The winner will be announced at the ALUCA Life Insurance Awards in Sydney on Thursday, 22 October 2020.

FOR THE APPLICATION FORM AND MORE INFORMATION VISIT
www.turkslegal.com.au/TurksLegal/Scholarship/aluca-turkslegal-scholarship or www.aluca.com