

## 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

**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 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.

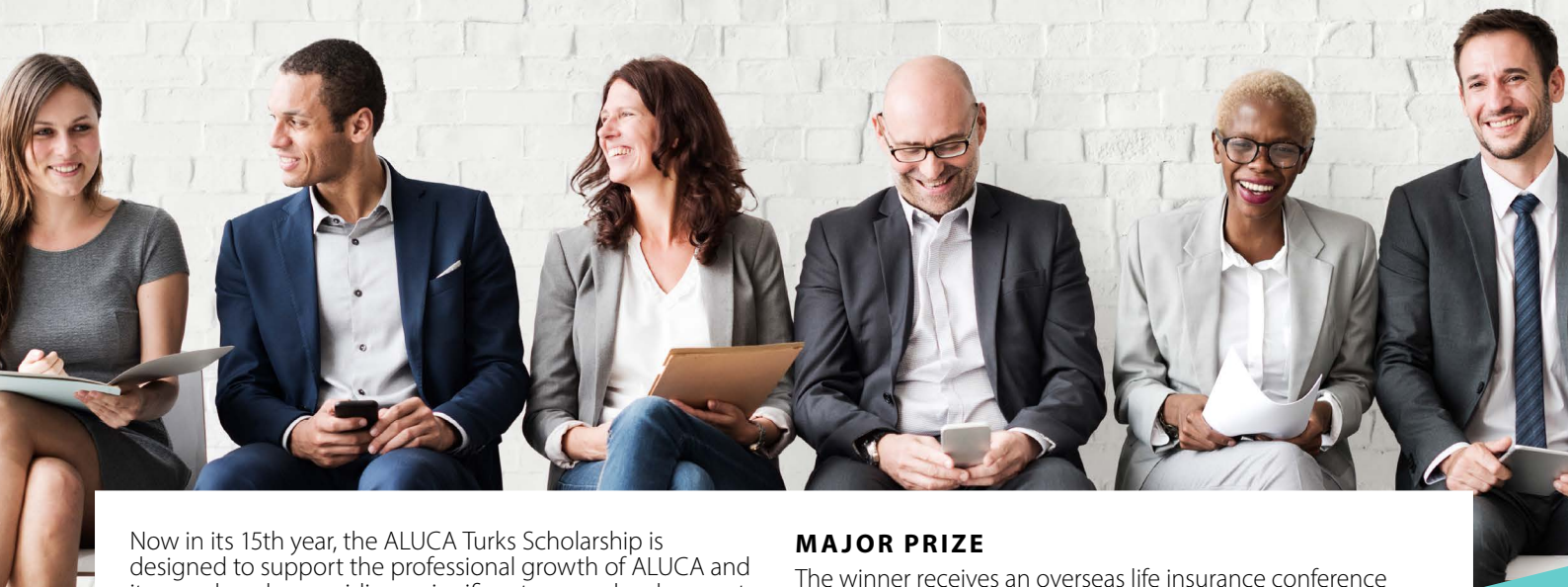
# ALUCA TURKS SCHOLARSHIP

Suffering from change fatigue?  
Get amongst it by having your say on a multitude of issues  
facing the life industry. Prizes to the value of \$8,000  
are on offer as well as the ongoing respect and  
admiration of your industry.

*Make our vital industry even stronger  
and more resilient. Enter the Scholarship today!*

## APPLICATIONS CLOSE

23:59pm on Sunday, 15 August 2021



Now in its 15th 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 8 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.

### ANNOUNCEMENT OF WINNERS

The winners will be announced at the ALUCA Biennial Conference on the Gold Coast from 14-16 October 2021.

### 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 winner is invited to sit on the judging panel for next year's scholarship and receives automatic membership to ALUCA and TurksLegal's scholarship alumni program, Life Insurance Future Thinking (LIFT).

Additionally, the winner will be invited to headline the Turks Summer Life Matters webinar in early December 2021.

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.

Further information about the Scholarship is available at:

[www.turkslegal.com.au/TurksLegal/Scholarship/aluca-turkslegal-scholarship](http://www.turkslegal.com.au/TurksLegal/Scholarship/aluca-turkslegal-scholarship) or [www.aluca.com](http://www.aluca.com)