

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.

A group of diverse professionals in a modern office setting, sitting around a table and looking at a laptop. The background shows a city skyline through large windows.

ALUCA TURKS LIFE INSURANCE SCHOLARSHIP

Have your say on one of the pressing issues facing the life industry and make your mark. Prizes and overseas travel to the value of \$8,000 are on offer as well as the ongoing respect and admiration of your industry.

*Find your voice
Enter ATLIS today!*

APPLICATIONS CLOSE
23:59pm on Sunday, 1 September 2024

Now in its 18th year, the ALUCA Turks Life Insurance Scholarship (**ATLIS**) 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.

Lawyers, accountants or medico-legal professionals who meet the above criteria are eligible to enter provided they are **direct employees** of life insurance companies, life reinsurance companies, superannuation trustees or superannuation administrators.

ANNOUNCEMENT OF WINNERS

The winners will be announced in October 2024.

MAJOR PRIZE

The winner receives an overseas life insurance conference package valued at up to AU\$8,000.

The winner is invited to sit on the judging panel for next year's scholarship and will be invited to headline the Turks Life Matters seminar in early 2025.

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.