

# young brokers conference

JUNE 15—17 | HILTON FALLSVIEW HOTEL

POCKET PROGRAM SPONSORED BY



**Trillium**  
Mutual Insurance Company

**ibao** | **#YBC22**

# WEDNESDAY, JUNE 15

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## 4:00-6:00PM HOTEL CHECK-IN & REGISTRATION

Main Lobby, Hilton Fallsview Hotel

## 6:00-9:00PM OPENING NIGHT PARTY

R5 Patio & Bar, Fallsview Casino Resort

SPONSORED BY  **TRAVELERS**

# THURSDAY, JUNE 16

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## 7:45-8:45AM BREAKFAST & LIVE MUSIC

Great Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel

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COMPANY

## 8:45-9:20AM OPENING REMARKS

Great Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel



**CHUCK ELLISON**  
YBC President-Elect



**JENNIFER SAVAGE**  
YBC President

## 9:20-9:50AM BREAKFAST BRIEF

Great Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel

“The State of the Broker Channel”



**JOSEPH CARNEVALE**  
IBAO President

## 9:55-10:10AM MENTAL HEALTH BREAK

Great Falls Ballroom Foyer, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel



**SONYA BRAR**  
Health & Wellness Coach

SPONSORED BY 

## 10:10-10:25AM COFFEE BREAK

# THURSDAY, JUNE 16

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10:25-12:25PM

## ROUNDTABLE WORKSHOPS

### Track 1: Starting Fresh University

Niagara Falls, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel

- New to the broker channel? Listen to advice from CEO's & successful brokers about what it takes to build your career.
- Develop a career growth plan and timeline



**BRETT BOADWAY**  
IBAO COO

### Track 2: Growth Summit

Angel Falls, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel

- This track is for sales stars in the making. We bring together sales trainers and broker leaders who know what it takes to lead growing brokerages
- Develop a sales plan that you can refer to in client interactions going forward



**STANISLAV KOJOKIN**  
KASE Insurance

### Track 3: Future Strategists & Brokerage Leaders

Victoria Falls, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel

- Where current and future young decision makers gather. Let's reimagine the new world of running an insurance brokerage
- Develop a high level strategic plan that could be used as a template in your own brokerage



**DARLENE HYDE**  
TNG Leaders

12:30-1:30PM

## LUNCH & LIVE MUSIC

Brasa, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel

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1:30-2:35PM

## KEYNOTE | MAKE THE IMPOSSIBLE POSSIBLE

Great Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel



**JEREMIAH BROWN**  
The 4 Year Olympian

2:35-2:50PM

## COFFEE BREAK

# THURSDAY, JUNE 16

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2:50-4:50 PM

## AROUND THE WORLD WORKSHOPS- Four 30 min Sessions

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Insurance

### What is an MGA and How Do I Use Them?

Victoria Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel



**MARY-KATE TOWNSEND**  
Representing CMGA  
Association



**GREG KRUK**  
Sentinel Risk  
Insurance Group

### Delivering Difficult Messages

Angel Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel



**WARREN WEEKS**  
Business Coach, Podcast  
Host, Entrepreneur,  
Weeks Media



**SHARA BIERMAN**  
Donovan Insurance  
Brokers

### Let's Talk Business Interruption

Niagara Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel



**SARA RUNNALLS**  
Gallagher

### Get Noticed at Work: Be Proactive

Lake Michigan, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel



**SUNJAY NATH**  
Motivational Speaker

6:00-10:00PM

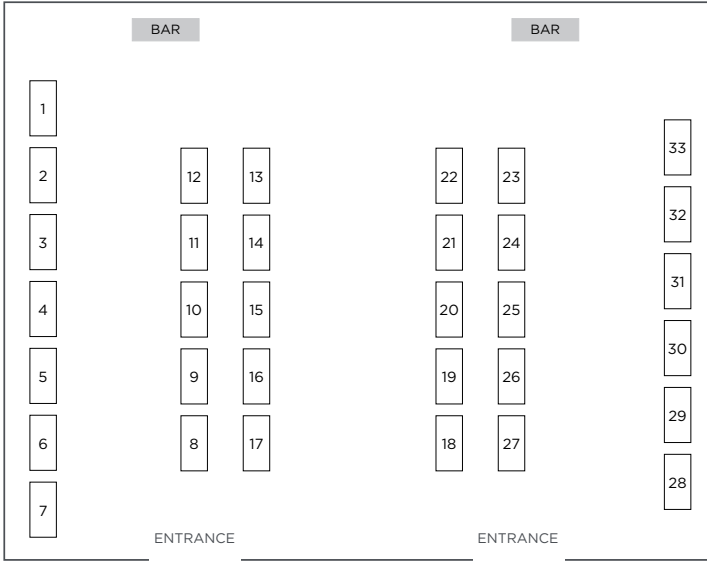
## TRADESHOW, DINNER & HOSPITALITY

Grand Hall, Lower Level, Fallsview Casino Resort

Join over 30 insurance companies, vendors and industry partners for a night of hospitality.

DINNER & HOSPITALITY SPONSORED BY 

**TRADESHOW MAP**



**EXHIBITORS**

BELFOR PROPERTY RESTORATION.....	3	INTACT INSURANCE.....	31
THE BOILER INSPECTION AND INSURANCE		INTACT PUBLIC ENTITIES.....	24
COMPANY OF CANADA.....	11	IPFS.....	17
THE COMMONWELL.....	33	NORTHBRIDGE GENERAL INSURANCE.....	18
BMO.....	21	NOVA MUTUAL INSURANCE.....	9
BURNS & WILCOX.....	6	ONTARIO MUTUAL INSURANCE ASSOCIATION.....	13
DKI.....	29	PRIMACO.....	15
ECHELON INSURANCE.....	27	SERVPRO.....	23
ECONOMICAL INSURANCE.....	14	SGI CANADA.....	10
FIRST INSURANCE FUNDING.....	28	SPECIAL RISK INSURANCE.....	22
FORTIFY NETWORK SOLUTIONS.....	8	SPECIALTY PROGRAM GROUP CANADA.....	26
FORWARD INSURANCE.....	20	TRILLIUM MUTUAL.....	31
GORE MUTUAL .....	1	TRINITY UNDERWRITING MANAGERS LTD.....	2
GROUPASSUR.....	30	UNICA INSURANCE.....	19
IFS FINANCIAL SERVICES.....	4	UNIQUE RISKS.....	25
INSURANCE INSTITUTE OF CANADA.....	5	WAWANESA INSURANCE.....	12
INSURELINE MARKETING SYSTEMS.....	7	WINMAR.....	16

# FRIDAY, JUNE 17

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**8:30–9:30AM**

## **BREAKFAST**

Great Falls Ballroom Foyer, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel

**9:30–10:00AM**

## **FRIDAY KICK OFF & ANNOUNCEMENTS**

Great Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel



**CHUCK ELLISON**  
YBC President-Elect

**10:00–10:15AM**

## **MENTAL HEALTH BREAK**

Great Falls Ballroom Foyer, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel



**SONYA BRAR**  
Health & Wellness Coach

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## **GET YOUR RIBO ACCREDITATION HOURS**



**SCAN TO ENTER ACCREDITATION  
CODE AFTER EACH SESSION**

# FRIDAY, JUNE 17

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## 10:15-11:45AM EXECUTIVE PANEL

Great Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel

MODERATED BY



**COLIN SIMPSON**  
IBAO CEO



**JOSEPH CARNEVALE**  
IBAO President

## LEADERSHIP PANEL



**MATTHEW TURACK**  
President, CAA



**KATE HOGAN**  
Interim Head of Broker Distribution  
Gore Mutual



**JOSIE PORTO**  
Vice President, Ontario Region,  
Wawanesa

## INDUSTRY TRENDS PANEL



**ROBIN JOSHUA**  
President, Echelon



**LOUIS GAGNON**  
CEO, Intact



**PAUL STONE**  
Vice President, Personal Insurance  
- Sales Distribution & Marketing,  
Travelers

## 11:45AM-12:15PM FINALE & CLOSING REMARKS

Great Falls Ballroom, E Level (M), 2<sup>nd</sup> Floor, Hilton Fallsview Hotel

# THANK YOU TO OUR #YBC22 SPONSORS

