

ybcNews

A quarterly e-newsletter for YBC Members on current initiatives and upcoming events

CONFERENCE UPDATE

by **Roberta Giffin, CAIB**
Chair, YBC Team Leader
Committee



WOW, WHAT A SUCCESS! Our 4th Annual YBC Conference was a HUGE Success. In attendance were 67 young brokers from across Ontario whose main purpose for being there was to learn, network, and develop relationships to hopefully last a lifetime.

I would like to take this opportunity to thank our conference event sponsors: **The Dominion of Canada General Insurance Company, BMO Bank of Montreal, IBRI, Aviva Canada** and **York Fire & Casualty**.

Our opening night was Wednesday, June 4th commencing with a "Meet & Greet" that provided the Young Brokers an opportunity to meet their Team Leader. This was followed by a chance for brokers to get to know their Dominion of Canada underwriters and managers. There were 30 members of The Dominion of Canada's team who joined us for dinner inclusive of their CEO, George Cooke. George discussed industry trends and the importance of the young brokers within the broker channel.

Following George's talk, The Dominion of Canada kindly sponsored 3 comedians from Yuk Yuk's to entertain us for the evening and kick off the first Hospitality Night of the conference. Many laughs were had by all.

On Thursday, June 5th, we had the opportunity for Randy Carroll and Steve Wagler to give *IBAO's Update* presentation they had been showing at all the



Regional Meetings for the Young Brokers. It was a great opportunity for our young brokers to understand and see just what is happening in their industry, and what it is that they need to change in order for them to continue to be successful in the future.

Maurice Tulloch from Aviva Pilot was able to join us for lunch and mix and mingle with the young brokers. Maurice shared with us how he started in the industry and the path he took to get to where he is today. Maurice also spoke about the direction that Pilot/Aviva is headed along with fielding many questions from the brokers. Maurice was to have only talked for 15 minutes, but with all the interest from the brokers his talk lasted for more than 45 minutes. Maurice was gracious enough to stay around after and continue to answer questions.

Thursday afternoon was our next education seminar offering 3 hours of CE credits. Lyall Bell presented *Strategies of Sales Success II*. There was something for everyone in this course. Talking to the young brokers after the session, it was clear they were going to take what they learned back to their offices and apply some of these new skills.

We also attempted something new this year. On Thursday evening a "Trade Show" took place with booths from 14 companies offering information to all who attended. Those companies being represented were: Aviva Pilot, BMO Bank of Montreal, Canadian Insurance Magazine, Canadian Underwriter Magazine, Dominion of Canada, Fortify Network Solutions, Gore Mutual, Guarantee Company of N.A., ING, Kingsway, RSA, Totten Group, York Fire & Casualty and Winmar. The trade show was a great success and many new relationships were formed.

The balance of the evening encompassed a lot of networking; mixing and mingling at the Hard Rock Club where a good time was had by all.

Friday morning, Beth Younder presented *People Leading People: Increasing Engagement Across All Four Generations*. This was one seminar that had the entire group saying they would be able to take back the information that was received and apply it in their every day life. Beth had a wonderful way of motivating the entire group.

Thanks to all who attended. If this sounds like something you'd like to take part in, you're in luck, as your Team Leaders are already in the planning stages for the 5th Annual Conference in 2009.

I look forward to seeing all of you at our 88th Annual Convention from October 22nd - 24th, 2008 at The Fairmount Royal York Hotel in Toronto. The YBC Team Leaders will be very active in this year's convention. Come out and say Hi!





POLITICAL UPDATE

by **Traci Boland**
YBC President



YBC at Hill Day 2008

Before my experience with IBAO and IBAC at Hill Day 2008, I would never have thought there was a need for me to participate with the Political Action Committee. Yes, I had signed up for this committee thinking it would be fine to go every couple of years to meet my local political representatives. I thought that this was an easy job to take on since you only go to these meetings during election time. How wrong could one person be?

Hill Day commenced early on June 3rd with a breakfast meeting inside Centre Block on Parliament Hill. The nerves I felt during breakfast were not subsiding in any way as I was trying to go over the facts about each of the seven Ministers we would be meeting. Everyone kept telling me “after the first meeting, you will be fine”, but I truly didn’t believe I would ever get rid of the anxiety I was feeling.

After finishing my first meeting, my nerves had indeed settled down. I felt comfortable talking about the three issues we needed to cover, and I felt at ease speaking with these Ministers. One of the most memorable moments was the Minister of Health Tony Clement, who asked me about my Board work with Ontario Students Against Impaired Driving (OSAI). He really felt the Young Brokers Council have made a great commitment to this

organization and believed in our message that impaired driving is both alcohol and drugs.

If there is one thing I can stress to the young brokers of Ontario, it is to get involved. Become active within your affiliate, become a Political Action Committee member in your area, meet with the MP’s and MPP’s in your area and become aware of the issues that Young Brokers will face in the future. These issues include the Bank Act, Within Family Business Transfer Tax, Perpetuation and Succession.

This day was a ‘*once in a lifetime*’ opportunity that one cannot put a price on. It is the education and experience I have received over the past four years with YBC that has prepared me for meetings such as this. It is great to see IBAO believing and supporting YBC members, because the YBC members are the leaders of tomorrow.

If you have any questions on how to get involved, please feel free to contact me at tboland@ontariowest.ca or your respective Team Leader.

YBC IN MICHIGAN

by **Tim Kauk**
YBC Vice-President



As YBC Vice-President, I had the good fortune of attending the Michigan Young Agents Conference. Each year, the YBC invites one of Michigan’s YAC board members to attend our conference and they kindly invite our Vice-President to attend their conference.

The event was held from June 11-13 on Mackinac Island in northern Michigan. While the weather didn’t always co-operate, it was a great few days with lots of opportunities for education seminars and of course, some fun thrown in for good measure.

I was happy to meet and share experiences with young independent agents in Michigan. The members of YAC were very welcoming and made me feel very comfortable. I am certain the YBC and YAC will be able to continue this fine tradition of having a yearly exchange in the future so that we can continue to learn from each other’s experiences.