



ybc News

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

PRESIDENT'S UPDATE

by **Jason Famme**
YBC President



It has been another great year for YBC. With my term as President coming to an end in January, I thought I would take a look back at the past 12 months.

YBC started off the year with our new Strategic Plan that will provide a solid direction for YBC in the coming years. YBC continues to engage our membership at the local level with every territory holding some type of social networking event. Our membership has reached 506 young brokers across Ontario.

In June, YBC held our 6th Annual Conference in Toronto. The Team Leaders have already begun planning next year's conference. This will be held in Niagara Falls at the beginning of June. I encourage any YBC member who hasn't attended to do so. There are invaluable connections to be made with everyone in the industry.

YBC took another active role at the 90th Annual IBAO Convention held in Niagara Falls this year. Acting again as the Property Committee, YBC assisted IBAO Staff and Board of Directors to ensure convention ran smoothly. Holding the convention between two different hotels definitely makes it a challenge. One of the most important things that we do each year at convention is host students from Seneca, Mohawk, Conestoga, and Fanshawe Colleges.

These colleges have a Business and Insurance program. Each year, the top students in this program from each school are invited to attend Convention as a guest. YBC hosts the students making sure they learn as much as possible about the Broker's

role in the industry. We find most of the students have only a textbook understanding of what the broker does. As industry leaders, we were able to dispel many of the myths and show the Insurance Broker in a new light to these students, and this year was no different. We also host a luncheon on Thursday of convention where the graduating students from the colleges are invited to attend. The students heard from IBAO President, Bryan Yetman and other members of the YBC discuss their experiences as Brokers.

This fall, the YBC Team Leaders started training with the Insurance Institute to become Ambassadors for the industry. Through the Institute's Career Connections Program, the YBC Team Leaders will receive training and participate in career fairs at colleges, universities, and high schools. The goal is to discuss the insurance industry as a whole, but still be able to attract new people to the broker stream.

YBC is growing and evolving, and we are not finished! I would like to take this time to thank all our Team Leaders and volunteers for their hard work over the past year. I would also like to recognize our Chair, Tim Kauk and Chad Brownlee our Territory 8 Team Leader who will be stepping down from YBC at the end of the year. Thank you very much for your hard work and dedication.

Happy Holidays!

MEMBER UPDATE

by **Tim Nicol**
YBC Team Leader



You're a YBC Member, Now Get Involved!

As the YBC membership grows, we must work to find ways to create opportunities for our members to become more active participants.

There are a lot of YBC members who have

never been given the chance or taken the opportunity to get the full benefit out of their membership. As the old saying goes "You only get out of something what you put into it", so let's all get involved, continue to develop our association, and strive to make it the best it can be.

The benefits to getting involved are endless! There is a great chance to network within the insurance industry and meet many other young professionals experiencing the same obstacles and challenges as you.

The YBC Conference is a great place to not only meet other young brokers, but also meet employees and executives from insurance companies we do business with and build beneficial relationships. Getting involved with your local territory will not only show your leadership capabilities to your principals, but will also provide an opportunity for you to meet your local IBAO affiliate leaders and make contacts with the people who are the current leaders of our association.

If you're going to ask how to get involved, the best place to start is with your YBC Team Leader. Each Team Leader is listed on our website (www.theyoungbrokers.com) and is always looking for help from local YBC members. Help can be something as simple as working together to plan a social event in your territory in order to get members engaged, or working with the Team Leader to create charity work opportunities. We are always looking for new, fresh ideas to help YBC grow while helping young, inspiring brokers to access all the tools they need to become successful. That is why we have recently gone on Facebook and continually look to improve YBC's website. YBC is not only about young brokers who want to own a brokerage in the future, it's about all young people within our industry helping one another to get to where they want to be with their career.

So, I urge you to become involved – see the benefits firsthand. You won't be sorry you did!

