



Thursday May 12, 2016
Manchester Central

A day at
BIBA 2016
dedicated to
the career
development
of young
brokers

Free to all BIBA member
brokers aged 30 or
under

sponsored by





“

Being at the conference and experiencing the Young Broker Day has fuelled my passion and invigorated me with even more energy and enthusiasm. ”

2015 Young Broker Delegate

“Our first BIBA Young Broker Day held at last year’s conference was a huge success with demand for places outstripping capacity.

So if you are aged 30 or under and plan to be one of the leaders taking insurance broking into the future then you need to register soon.

The day has been designed around feedback from some of the incredibly enthusiastic and extremely talented young brokers who attended Young Broker Day 2015. The programme will be equally valuable to delegates who visited last year and new attendees so you can be sure it will meet your development needs and give you lots of new contacts and tips to take back into your business.

You will:

- learn new skills
- hear two main conference keynote speakers
- have a rare opportunity to meet some of the industry’s leading senior personalities
- hear from previous BIBA Young Broker Award winners
- share experiences with other young brokers
- qualify for CPD
- visit the exhibition and take back lots to benefit your brokerage

There’s no charge to attend so I’d urge all young brokers to get involved, and all broker principals to take a look at the programme and send along their brightest and best!”

Steve White
Chief Executive, BIBA

The Young Broker Programme

- 09:00 Registration opens
Exhibition visits
- 09:30-10:30 Main conference opening keynote presentation (optional for Young Broker delegates) or exhibition visits
- 10:40-10:50 **Session 1**
Welcome and introduction of BIBA Young Broker Ambassadors
- 10:50-11:50 **Session 2**
Making the most of your personal brand
Nicki Kavanagh, The Juniper Company
- 11:50 Break and exhibition visits
- 12:10-13:00 Main conference closing keynote presentation (optional for Young Broker delegates) or exhibition visits
- 13:00 Lunch in exhibition hall
- 13:45-14:30 **Session 3**
Debate - Insights into getting ahead in broking
- 14:30-15:20 **Session 4**
Learning from trains, planes...and toilet cleaners!
Hamish Taylor
- 15:20-16:00 **Session 5**
Join industry personalities
Informal closing reception



Optional main keynote sessions (09:30/12:10)

Young Broker delegates may join the two main conference keynote sessions if they wish.

In the opening session, futurologist Magnus Lindkvist will weave together the most exciting current trends to forecast what society and business might look like in the future.

The closing session is a debate between a panel of experts to examine the new threats to Western civilisation, ranging from terrorist attacks on our soil, to cyber threats.

More details on the keynote sessions can be found at www.biba2016.co.uk



Session 2 Making the most of your personal brand

Nicki Kavanagh, The Juniper Company

"Your brand is what people say about you when you're not in the room"

Jeff Bezos, Founder of Amazon

Your brand cannot be created – we all already have one; however it can be developed, moulded and enhanced to communicate the image you wish to project. In a brutally competitive business environment, it is essential to ensure we all have an established personal brand.

How can we use our personal brand to raise our profile within our organisation? How can we influence others through our personal brand?

This session will help you to develop your personal brand so you can begin to leverage it to support your career success.

The Juniper Company is a people development, change and communications consultancy. They help clients to realise tangible business benefits through the development of their people and the delivery of appropriate and effective learning and development, change and communications programmes. They train people in leadership, sales, account management, negotiation and contract management skills including networking, personal brand and influencing.

By the end of this session, delegates will be able to:

- Explain the aspects of personal brand
- Understand what their brand says about them
- Describe how they might shape their personal brand to present themselves favourably

Session 1 Welcome to Young Broker Day

An opportunity to meet the BIBA Young Broker Ambassadors – a team of talented and pro-active managers working in a range of broking firms, large and small. With the support of BIBA, the Young Broker Ambassadors are working to provide events, assistance and support to their peers throughout the industry.

Session 3

Debate - Insights into getting ahead in broking

BIBA's Young Broker of the Year Award is now in its 15th year and its winners have gone on to prove themselves worthy of the accolade as their career successes illustrate. We have invited four to offer an insight into their experiences of getting ahead in broking.



Matthew Pyke, Chief Executive, Lloyd & Whyte

Matthew has spent 23 years with Lloyd & Whyte and was Managing Director when he won the Young Broker of the Year award in 2005. The company then employed 29 people, with an income of £1.25m. Lloyd & Whyte were early adopters of Corporate Chartered Status and their success is attributed to their investment in people. Now Chief Executive of a company that is 120 strong, with £7m income, Matthew credits winning the award as giving him the confidence and contacts to help grow his business.



Neil Grimshaw, Director, Ravenhall Risk Solutions

Neil Grimshaw BA (Hons) FCII is a Chartered Insurance Broker and the Founding Director of Ravenhall Risk Solutions Ltd.

Neil was 25 when Ravenhall started in 2006 and since then the business has grown to be one of the fastest growing regional insurance brokers in the UK. In 2009 Neil won the BIBA Young Broker of the Year Award, this followed successes in the Insurance Times awards as New Achiever and the UK Broker awards as Young Broker in 2008.

Neil is an active member of BIBA, representing his region on the Yorkshire committee and being a member of the Smaller Brokers' Advisory Board.



Alex Guerin, Client Executive, Marsh Risk Management Practice

Alex Guerin joined Marsh's Risk Management Practice in October 2012 as part of the Graduate Development Programme, which included shadowing CEO of Marsh's Corporate business, Joe Grogan.

Having gained his ACII qualification in 2014, he returned to the client facing business and his focus is now on Financial Institutions. In May 2015 he was named BIBA Young Broker of the Year and has been working closely to help the further development of younger brokers within the industry.



Lois Blackmore, Corporate Account Manager, Arthur J Gallagher

Lois joined Oval Insurance Broking in 2011 with no previous experience in insurance. She immediately started studying for CII exams and in just over two years was promoted to Corporate Account Manager. Lois has done much to assist other young brokers including writing a blog taking readers along on her learning journey and achieving a work/life balance.

Currently the BIBA East Midlands Young Broker representative, Lois is hoping to break down barriers that young brokers often face in what many deem as an 'old boys profession' and is busy putting together a schedule of events for young brokers in her region.

Chaired by David Sparkes, Head of Compliance and Training, BIBA



By the end of this session, delegates will be able to:

- Identify the factors that contributed to the successful careers of previous Young Broker winners
- Describe the challenges and opportunities they faced as young brokers forging a career in insurance broking

14.30

Session 4

Learning from trains, planes...and toilet cleaners!

Hamish Taylor

Hamish will share lessons and stories from his own fast track career – he was trained in brand management at Proctor and Gamble, a management consultant at Price Waterhouse, Head of Brand at British Airways, CEO of Eurostar and CEO of Sainsbury's Bank all before he was 40!

Hamish has been dubbed the 'master thief' due to his record of 'stealing' ideas from one environment to use in another – yacht designers for aircraft interiors, Disney to help with airport queuing and rugby referees for new approaches to risk and compliance. He uses the experience and lessons learned from a wide range of industries and disciplines to share the challenges he believes we all face as our career progresses.

Explaining the importance of putting the customer at the centre of everything we do, Hamish will provide practical rules and ideas on how this informs not just traditional customer service but culture, leadership, brand, teamwork and communication.

By the end of this session, delegates will be able to:

- Explain how changing the way they understand internal and external customers contributes to their own success and future leadership roles
- Recognise how the customer promise is their most powerful tool, bringing a clear focus in priorities and communications and a starting point for idea generation and problem solving
- Identify lessons from other businesses, sport, the arts and many other places



Session 5

Join industry personalities

15.20

Young Broker Day will close with a rare opportunity to meet some well-known and influential industry leaders from broking and insurance firms at an informal reception.

By the end of this session, delegates will embed what they have learned by discussing what the sessions have taught them with industry leaders and having the opportunity to ask for advice and tips.



Young Broker Day will include an opportunity for delegates to visit some of the huge range of companies exhibiting at BIBA 2016

There's a lot to choose from but we recommend that you take time to see the following:

CII – for all your training and CPD questions

The CII will have a large stand at BIBA 2016 with staff in attendance to advise and assist Young Broker delegates on the full range of CII qualifications. These are developed with extensive input from leading practitioners from across the broking sector.

Their wealth of expertise and experience ensures that all CII broker-specific examinations are relevant to your career development and are recognised worldwide as the standard by which professionals are measured.

BIBA's scheme providers

BIBA schemes and facilities provide access to exclusive products and services that add value, reduce cost and provide new opportunities for members.

The BIBA exhibition is the only opportunity to see these companies together in one place and they will be ready to welcome Young Broker delegates to their stands to introduce you to a wide range of markets and classes of business including some niche areas.

Find out more about BIBA Schemes and Facilities at www.biba.org.uk/BibaSchemes.aspx



Attendance at Young Broker Day is free but places are limited so don't delay. Previous attendees and new delegates are welcome!

To qualify you must be:

- aged 30 or under on 12 May 2016
- employed as a general insurance broker or intermediary in a BIBA member firm

It's easy to register just visit
www.biba2016.co.uk
and follow the instructions.

The Young Broker Ambassadors

If you have any questions about Young Broker Day the Ambassadors would be delighted to hear from you.



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