

TEAM IBANWO: CONFERENCE EDUCATION

Stronger Teams, Smarter Plays, Bigger Wins



DAY 1

TUESDAY, MAY 27

DINNER SESSION - OPTION 1 – HAGERTY TUNE-UP: REVVING UP YOUR COLLECTOR CAR COVERAGE

In this session from Hagerty, brokers will dive into the world of collector car insurance. The training covers the unique aspects of the collector market, why Hagerty offers the right coverage, who today's collectors are, and the critical importance of proper vehicle valuation. This session gears brokers up to better understand and serve passionate collector clients.

DINNER SESSION - OPTION 2 – BUILDING CONSTRUCTION & FUS: KNOW YOUR FIELD

Produced by Risk Services at Economical Insurance, this session equips attendees with a deep understanding of the six building construction classifications, from most to least fire-resistive. Participants will learn the features and differences between construction classes, understand which occupancies occupy different building types, recognize hazards associated with EIFS, and apply knowledge of Fire Underwriters Survey (FUS) grades. You'll leave ready to better assess risks and protect your clients with a solid foundation in building construction and FUS ratings.

DAY 2

WEDNESDAY, MAY 28

EDUCATION SESSION – BUILDING THE BOOK: HITTING HOME RUNS FOR GROWTH

This comprehensive course is designed for insurance brokers who want to expand their book of business in a meaningful, sustainable way. Through a step-by-step approach, participants will develop essential skills in client relationship management, sales psychology, business development, and strategic marketing. Attendees will learn how to establish themselves as trusted industry experts, communicate effectively with different buyer types, leverage customer retention strategies, and implement proven methods for lead generation and business expansion. Topics include understanding customer perceptions, differentiating as a preferred broker, leveraging buying psychology, strengthening existing client relationships, and delivering outstanding customer experiences. Whether you're an experienced broker or a newcomer, this course provides practical tools to elevate your business.

EDUCATION SESSION – APRIL MARINE: NAVIGATING THE BASES WITH OUR DIGITAL TOOLS

APRIL Marine's training session offers brokers an opportunity to enhance their knowledge of marine insurance products and market developments to better meet customer needs. Brokers will also gain expertise in using APRIL Marine's digital tools, aimed at improving overall efficiency and enhancing the broker experience.

CYBER EDUCATION SESSION #1

COVERING ALL THE BASES: UNDERSTANDING COMMERCIAL CYBER & POLICY WORDINGS

Step up to the plate with Neal Jardine, Chief Cyber Intelligence and Claims Officer at BOXX Insurance as he throws a fast-paced session that helps brokers knock cyber risks out of the park. Whether you're new to the game or a seasoned pro, this session will give you the tools to confidently interpret policy wording, help clients avoid costly cyber attacks, and deliver a winning strategy for your clients.

EDUCATION SESSION – LOSS CONTROL: PLAYING STRONG DEFENSE

Led by Hugh Fardy of Gallagher Insurance, this session explores the professional responsibilities of today's brokers regarding loss control and error & omissions (E&O) exposure. Key topics include recognizing potential E&O situations, developing management techniques to protect against loss, understanding standard practices, analyzing real claims examples, and the importance of systems, policies, and procedures. Attendees will also examine how automation and technology affect brokerages and learn the proper steps to take in the event of a claim. Includes 1 CE hour Ethics.

CYBER EDUCATION SESSION #2:

Swing for the Fences: Why Personal Cyber Insurance Is the MVP of Modern Protection

Join Neal Jardine, Chief Cyber Intelligence and Claims Officer at BOXX Insurance, as he steps up to the plate to walk you through one of the fastest-growing products in the insurance lineup: personal cyber insurance. With cyber threats no longer just a business problem, it's time to bring protection home for your clients and their families. Learn what a personal cyber attack looks like and how the relevant coverages help clients recover.

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