



*A*ND THE WINNER IS...

Special thanks to our Centennial Award Sponsors. Their very generous support has made the Centennial Awards possible.



***Wawanesa***  
***Insurance***



## The Winner Could Be You!

Reward yourself.  
Reward your staff.  
Celebrate your industry.

TOP INSURANCE PROFESSIONALS ARE PACE SETTERS.

They're best-in-class performers who deserve to be recognized. We proudly celebrate their achievements with the IBABC Centennial Awards.

If you're an outstanding member of the broker community or know a broker who deserves recognition, or have received world class service from one of your suppliers, send us a nomination.

## AWARD CATEGORIES

- Partner/Supplier of the Year
- Young Broker of the Year
- Personal Lines Broker of the Year
- Commercial Lines Broker of the Year
- Innovator of the Year
- Community Champion of the Year
- Brokerage of the Year

## PANEL OF JUDGES

Nominees are evaluated by an independent panel of judges who understand what matters to consumers and recognize best-in-class business practices when they see them. The panel will consist of specially selected insurer representatives, industry suppliers, IBABC Executives and non-industry executives.

## BENEFITS TO AWARD FINALISTS AND WINNERS

- Media exposure
- An enhanced business profile
- Business development opportunities
- Enhanced recruitment
- A prestigious award to display across marketing platforms
- Bragging rights about being an IBABC Centennial Awards recipient!

## IBABC LEADERS' CONFERENCE

The broker community will come together to honour the winners of the IBABC Centennial Awards. Celebrate these achievements at the IBABC AGM & Leaders' Conference in Victoria. Family, friends, colleagues, and supporters are invited to join the celebration of winners and the success of the broker industry.

## GUIDELINES

**Nomination Submissions Deadline:** Friday, March 29, 2019 at 4:30 p.m.

### ONLINE NOMINATION FORM

Download this nomination form and complete the required fields of the awards category for which you're submitting a nomination. Email form and responses to [frontdesk@ibabc.org](mailto:frontdesk@ibabc.org) or fax it to 604-683-7831. Answer all the required questions. Each answer should be at least 250 words. Your narrative will be a critical evaluation tool for the panels of judges, so take the opportunity to tell a full story.

*February 7 – March 29, 2019*

Nominations accepted

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*4:30 PM March 29, 2019*

Deadline to submit nominations

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*April 1 – April 22, 2019*

### **Round 1 – Judge Review Written Submission and Select Finalist**

The judging panel will review answers to each question and apply one of the following scores:

- 5 = Top Tier
- 4 = Very Good
- 3 = Good
- 2 = Not Ready for Top Tier Recognition
- 1 = Doesn't Have Top Tier Practices.

### **Round 2 – Interview of Finalists**

- IBABC hosts the judging panel
- Three finalists in each category are called for a telephone interview (call is recorded)
- Submissions/interview answers are debated
- A winner is determined

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### *Post Conference*

Winners are featured in the IBABC Centennial Awards press release and BC Broker magazine.  
Bragging rights commence!

## BROKERAGE OF THE YEAR NOMINATION FORM

This award recognizes a brokerage that's forward-thinking and proactive in its approach to internal organization, technology implementation, human resources management, and community and industry service. It also exhibits strong financial management and has an engaging story.

To be eligible for this award the brokerage must be a member of IBABC in good standing. The principal broker or member of the brokerage's senior management team should not be a current serving member of the IBABC Board of Directors or Executive Committee.

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BROKERAGE NAME

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BROKERAGE ADDRESS

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BROKERAGE PHONE NUMBER

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WHAT YEAR WAS THE BROKERAGE FOUNDED?

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BROKERAGE WEBSITE

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BROKERAGE SOCIAL MEDIA ACCOUNTS

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# OF EMPLOYEES

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NOMINATOR NAME

---

NOMINATOR TITLE

---

NOMINATOR EMAIL

---

NOMINATOR PHONE NUMBER

Email the nomination form and responses to [frontdesk@ibabc.org](mailto:frontdesk@ibabc.org) or fax it to 604-683-7831

## **BROKERAGE OF THE YEAR NOMINATION QUESTIONS**

### **PART ONE – PLEASE ANSWER ALL QUESTIONS:**

#### **INTERNAL EFFICIENCY / OFFICE TECHNOLOGY**

- How is the brokerage removing hurdles and improving its internal workflow?
- What technology enhancements has the brokerage made to improve office efficiencies?

#### **EMPLOYEES**

- How does this brokerage encourage a positive and vibrant business culture (e.g., implementation of a performance management system, investment in employee training and development, encouraging leadership amongst young staff)?
- How does this brokerage inspire its staff members to work toward a common goal?

#### INFLUENCE + INTEGRITY

- Knowing that commitment and responsibility aren't confined to business, how does this brokerage give back to the community and/or insurance industry?

#### CONSUMER TECHNOLOGY + DIGITAL TOOL ADOPTION

- How has this brokerage adopted digital tools that appeal to changing consumer preferences?



## **PART TWO – PLEASE ANSWER ALL QUESTIONS:**

### **FINANCIAL PERFORMANCE**

- Does this brokerage have a strong record of financial performance?
- Has this brokerage made progress in its business development indicators (including new customers, overall PIF count, and customer retention)?

### **STORY**

- Does this brokerage have a great history? A niche market? A unique business proposition? A special group of people? Tell us the brokerage's story and how it relates to its success.

### **STANCE**

- In the brokerage's opinion, what are the number one challenge facing B.C. brokerages today?

