



*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. Email form and responses to 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

4:30 PM March 29, 2019

Deadline to submit nominations

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

Post Conference

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

COMMERCIAL LINES BROKER OF THE YEAR NOMINATION FORM

This award celebrates a commercial-lines broker who has developed and offers a special product, scheme or offering to meet the insurance needs of SME/mid-corporate clients, has been instrumental in innovating such products and/or services in the context of profitable growth, provides top quality SME

service, and/or gives value-added services or support (such as risk management) to his/her commercial clients.

To be eligible for this award the broker must be employed by an IBABC member brokerage in good standing. S/he must serve SMEs and mid-corporate markets. S/he should not be a current serving member of the IBABC Board of Directors or Executive Committee. Testimonials from insurers and business partners will help validate the nomination.

CANDIDATE NAME

CANDIDATE TITLE

CANDIDATE EMAIL

CANDIDATE PHONE NUMBER

OF YEARS AT CURRENT BROKERAGE

OF YEARS IN THE INDUSTRY

BROKERAGE NAME

BROKERAGE WEBSITE

BROKERAGE SOCIAL MEDIA ACCOUNTS
(SPECIFIC TO BROKER, IF POSSIBLE)

IS THE BROKER CURRENTLY LICENSED BY THE INSURANCE COUNCIL OF BC?

DOES THE BROKER SIT ON ANY INDUSTRY OR IBABC COMMITTEES (National, Provincial, or Affiliate)?

WHAT DESIGNATIONS DOES THE BROKER HAVE, IF ANY?

NOMINATOR NAME

NOMINATOR TITLE

NOMINATOR EMAIL

NOMINATOR PHONE NUMBER

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COMMERCIAL LINES BROKER OF THE YEAR NOMINATION FORM

PART ONE – PLEASE ANSWER ALL QUESTIONS:

VISION

- How is this broker helping to implement new approaches, either within his/her brokerage or within the industry?

INTEGRITY, INFLUENCE AND LEADERSHIP

- Strength of character is a core attribute of a great broker. Describe how this broker sets high customer-service standards, inspires his/her peers to do the same, lends a helping hand, and demonstrates the spirit of the insurance broker.

PROFESSIONAL DEVELOPMENT

- How does this broker help drive business success within his/her brokerage by investing in him or herself to ensure continuous development?
- Outline his/her career growth from when s/he initially joined the insurance industry.

COMMUNITY INVOLVEMENT

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

PART TWO – PLEASE ANSWER ALL QUESTIONS:

FINANCIAL PERFORMANCE

- Does this broker have a strong record of financial performance?
- Is this broker seeing positive progress in his/her business-development indicators (including new customers, overall IF count, customer retention)?

PERSONAL BRAND

- What efforts has this broker made to establish a personal brand (i.e., Does s/he identify/articulate his/her unique value proposition and/or leverage a consistent image/message across platforms? Is s/he recognized as an expert in the field? Has s/he established a great reputation and/or advanced his/her career?)
- Describe his/her personal brand and what s/he's done to get there.

STANCE

- What is this broker's opinion of the number-one challenge facing B.C. brokerages today?
- What is his/her line of sight on the issue, and how brokers will play a role?

RAISING THE BAR

- Describe a time when this broker went above and beyond to help a client in need.

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