



*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](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!

## INNOVATOR OF THE YEAR NOMINATION FORM

The Innovator of the Year Award rewards a broker, brokerage, or group of brokers who elevate the insurance industry. The innovator propels him/her/itself and others even higher, constantly challenging the status quo. This award is not limited to technology-driven brokers/brokerages/groups of brokers; it's open to any broker/brokerages/groups of brokers that capitalize on opportunity, have a strong vision,

and are willing to take risks. Only those who make a positive impact on the insurance industry will be considered for this award.

To be eligible for this award the broker, brokerage, or group of brokers must be members of IBABC in good standing. They should not be a current serving member of the IBABC Board of Directors or Executive Committee.

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ENTREPRENEUR(S) BEHIND THE BUSINESS

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BROKERAGE NAME

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BROKERAGE ADDRESS

---

BROKERAGE PHONE NUMBER

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WHAT YEAR WAS THE BROKERAGE FOUNDED?

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BROKERAGE WEBSITE

---

BROKERAGE SOCIAL MEDIA ACCOUNTS

---

# OF EMPLOYEES

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NOMINATOR NAME

---

NOMINATOR TITLE

---

NOMINATOR EMAIL

---

NOMINATOR PHONE NUMBER

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## INNOVATOR OF THE YEAR NOMINATION QUESTIONS

### PART ONE – PLEASE ANSWER ALL QUESTIONS:

#### THE IDEA

- What innovative idea or new business model has the candidate developed and/or implemented to make a positive impact on the insurance industry and/or brokerage?

#### THE IMPACT

- How has the innovative idea or business model impacted the insurance industry or business in a positive way (e.g., reduced costs, increased market exposure, attracted a market segment, created efficiencies, etc.)?
- Please provide validation of consumer adoption and/or product effectiveness (examples could include web statistics, sales rates, SEO rankings, etc.)

#### THE ENTREPRENEUR

- Describe how the candidate(s) is an independent thinker who is willing to take risks in the face of uncertainty.

#### FUTURE VISION

- What is the candidate's plan for the future growth of the business?
- How does the plan account for a clear and sustained capacity for success in the insurance market?



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

SOURCE

- What was the source of the candidate's innovative idea(s)?

TEAM MEMBERS

- Describe the members of the team including management and/or vendors who help make it succeed.

## CULTURE

- Explain how these initiatives have positively changed the brokerage's office culture.

## OVERCOMING OBSTACLES

- Discuss any obstacles the candidate had to overcome or is overcoming to be able to move forward.

STANCE

- In the candidate's opinion, what is the number-one challenge facing the B.C. broker industry today?  
And how will innovative efforts help brokers succeed through the challenges?

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