



*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!

## YOUNG BROKER OF THE YEAR NOMINATION FORM

This award celebrates a young broker who is forward-thinking and proactive in implementing new approaches to his/her brokerage or within the industry. S/he embodies high professional standards and is committed to self-development and community service. S/he's also a high-performing salesperson with a strong and positive personal brand.

To be eligible for this award the broker must be employed at a brokerage that is a member of IBABC in good standing, and s/he should not be a current serving member of the IBABC Board of Directors or Executive Committee. S/he must be under 40 years of age OR have less than 5 years' experience as a broker, with an active insurance licence issued in British Columbia.

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CANDIDATE NAME

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CANDIDATE TITLE

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CANDIDATE EMAIL

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CANDIDATE PHONE NUMBER

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# OF YEARS AT CURRENT BROKERAGE

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# OF YEARS IN THE INDUSTRY

---

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

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

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WHAT DESIGNATIONS DOES THE BROKER HAVE, IF ANY?

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BROKERAGE NAME

---

BROKERAGE WEBSITE

---

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

---

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

## **YOUNG BROKER OF THE YEAR NOMINATION QUESTIONS**

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

#### **VISION**

- How does this young broker help to implement new approaches, either within his/her brokerage office or within the industry?

#### **INTEGRITY, INFLUENCE AND LEADERSHIP**

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

#### PROFESSIONAL DEVELOPMENT

- How does this young 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 industry.

#### COMMUNITY INVOLVEMENT

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



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

### FINANCIAL PERFORMANCE

- Does this young broker have a strong record of financial performance?
- Does s/he demonstrate positive progress in business development indicators (including new customers, overall IF count, customer retention)?

### PERSONAL BRAND

- What efforts has this young 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 they 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 does this young broker say is 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 young broker went above and beyond to help a client in need.

