

www.insuranceage.com/expo

**JOIN THE
BROKERS
WITH**

ATTITUDE

@ THE NATIONAL MOTORCYCLE MUSEUM • BIRMINGHAM

THURSDAY 2 NOVEMBER 2006



InsuranceAge **BROKER**
EXPO
2006

BUSINESS SPEED DATING

These 15 minute sessions guarantee you time with some of the top professionals in the business. These meetings will allow you to question them directly on how they run their divisions, company strategy, or new ideas on how they can work with you and your business in the future. The following individuals are available for business speed dates:

Aascent

Lloyd Hanks, director
- sales & marketing

Ecclesiastical

Catherine Taylor, regional manager

Equity Red Star

John Josiah, underwriter

Fortis

Chris Dobson,
distribution and development director

Groupama

Derek Findlayson,
UK business development manager

MMA

Ian Page,
commercial underwriting manager

NIG

Kevin Buckland,
head of broker distribution

Norwich Union

Roy Stirzaker, regional manager,
West Midlands

PBS Holdings

Jonathan Davey,
chief executive officer

QBE

Richard Beaumont,
business development manager

Please note that places are limited and some individuals have a number of speed date slots booked up already.



Register now at:
www.insuranceage.com/expo

This one day **Broker Expo** will allow you to hold a range of business meetings in one day that would otherwise be spread over weeks, if not months. Network with your peers; meet face to face with insurance company heads; and compare and contrast a range of products and services. All in one day.

The Broker Expo is **FREE** to all brokers.

Make sure you don't miss out on the UK's 'must attend' broker event.

Register now at: www.insuranceage.com/expo

REASONS YOU SHOULD BE THERE

- Attend and you can meet with fellow brokers at one venue and network to your hearts' content.
- Attend workshops which give hands-on interactive advice by the industry's experts on the day-to-day issues brokers face.
- Sign-up for business 'speed dates' where you can meet with the industry's top professionals on a one-to-one basis.
- There will be over 55 stands at the Expo for you to explore and seating areas which will enable you to sit down and network with your peers.
- Tea, coffee and lunch will be provided free to all attending the event.
- Reduced room rates at nearby Windmill Village Hotel when you quote *Insurance Age Expo*. Visit **www.insuranceage.com/expo** for details.



WORKSHOPS

The aim of these workshops is to provide practical advice for you to take back and implement in your business or back at the office. Places in our workshops are limited to no more than 50 attendees per session in order to encourage interaction between speaker and delegates. Information packs will also be available at the end of the sessions for you to take away with you.

Please note these workshops are filling up fast so please book early.

WORKSHOP PROGRAMME

09.15 - 10.30	REGISTRATION	
10.30 - 11.15	WORKSHOP 1 Making the most of the web	WORKSHOP 2 How to treat customers fairly
11.15 - 12.00	WORKSHOP 3 How to buy and sell brokerages	WORKSHOP 4 Making lead generation work for you
12.15 - 14.00	LUNCH	
14.00 - 14.45	WORKSHOP 2 How to treat customers fairly	WORKSHOP 1 Making the most of the web
14.45 - 15.30	WORKSHOP 4 Making lead generation work for you	WORKSHOP 3 How to buy and sell brokerages
16.30	CLOSE	

Workshop One

Topic: Making the most of the web

Speaker: Alastair Murray, director,
The Bureau

Content: Many brokers are very sceptical about the web and still rely on word of mouth when the rest of the world is trading on the web. Britain is the biggest user of the internet in Europe by far and brokers need to capitalise on this trend. This workshop will discuss the potential of the web and how to get the most out of your investment.

Workshop Two

Topic: How to Treat Customers Fairly

Speaker: Andy Mills, director,
Financial Markets Group,
Grant Thornton.

Content: Treating customers fairly is one of the key requirements of Financial Services Authority regulation and yet many brokers are still confused about what treating customers fairly really entails. This workshop will, clarify what the FSA means by treating customers fairly, how it can be achieved, the pitfalls to be avoided and how the requirements can work to the benefit of both you and your customers.

Workshop Three

Topic: How to buy and sell brokerages

Speaker: Grant Ellis, chief executive,
Broker Network Holdings

Content: The broking community has seen a large and sustained level of merger and acquisition activity over the last two years, which has changed the map of UK regional broking forever. This workshop will discuss how a broker should go about

buying another broker, the do's and don'ts involved and also, on the flip side of the coin, whether it's the right time to sell your business and how you can go about preparing your brokerage for sale.

Workshop Four

Topic: Making Lead Generation work for you

Speaker: TBC

Content: As the market becomes harder and harder to trade in the importance of new business, and how to attract it, becomes even more critical. This seminar will give you practical advice on how to generate new business leads for your business, including, choosing the right clients for you, making a good impression from the start and stretching yourself outside your comfort zones.



Exhibitors confirmed to date



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