Manitoba’s Young Brokers Network is vibrant and committed to our fellow brokers, the insurance industry, and our local communities.

Laughs for a Great Cause!

The YBN is excited to be hosting our 3rd Annual YBN Rumors Night Out in honor of Dale Rempel. This year, all proceeds from the event are being donated to the Children’s Wish Foundation (Manitoba & Nunavut Chapter).

To ensure a fun evening filled with laughter, the event is being held at Rumors Comedy Club on November 12, 2014 at 8pm. 50% of total ticket sales are being donated. Tickets are on sale until Nov 3, 2014, so be sure to purchase yours as soon as possible!!

Everyone and anyone is welcome to attend. Consider using this evening as an opportunity to have a casual holiday get-together before the busyness of the Holiday Season!

To purchase tickets:
- Contact any member of the YBN Committee
- Contact the IBAM Office at 204-488-1857

Join the YBN for a hilarious night out, while supporting a great cause. It doesn’t get any better than that!!

Rumor’s Comedy Club

<table>
<thead>
<tr>
<th>When</th>
<th>November 12th, 2014 at 8:00pm. Tickets are $12 with all proceeds being donated in Dale’s name</th>
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<tbody>
<tr>
<td>Where</td>
<td>Rumor’s Restaurant and Comedy Club, 190-2025 Corydon Avenue, Winnipeg, Manitoba</td>
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<td>Who</td>
<td>The evening will feature Big Daddy Tazz who has performed at the Winnipeg Comedy Festival and the Montreal Just for Laughs Festival</td>
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<td>Why</td>
<td>All proceeds are donated to Children’s Wish Foundation (Manitoba and Nunavut Chapters) in the name of Dale Rempel</td>
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It is with the assistance of all of the friends of the Young Broker’s Network, we are able to help new brokers engage in the insurance industry. Thank you for your support!
The Young Brokers Network is excited to host an exciting line-up for this year’s Professional Development Day being held on **October 30, 2014 at the Delta Hotel Downtown in Winnipeg, Manitoba.**

Kicking the morning off is a Workplace Wellness Seminar presented by Joyce Odidison of the Interpersonal Wellness System. Stress, overwork, leadership issues and generational conflict are issues in many industries. Joyce will show you how to apply Workplace Wellness strategies to your insurance brokerage to help with succession planning and employee longevity of your brokers. Some of the issues to be discussed are changing customer needs and how they impact your insurance workforce and brokerage operations.

This eye-opening session will be followed by a broker favorite – our Networking Lunch & Meet your Company Representative Reception. This event allows brokers and company representatives the opportunity to network with each other and finally put a face to that voice on the phone.

Our day wraps with an informative session by Priority Restoration entitled Behind the Scenes: Claim Restoration. This seminar will provide attendees with an overview of the steps a Restoration Company takes to repair a property and contents claim – information that will help you better answer policyholder questions about the process.

For more information about this event or to register, please visit the IBAM Website: [www.ibam.mb.ca/education_sessions.htm](http://www.ibam.mb.ca/education_sessions.htm), email katrinahueging@ibam.mb.ca or contact the IBAM office at 204-488-1857.

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**Young Brokers Network Committee**

- **Chair** – Jason Searcy (Wyatt Dowling Insurance)
- **Co-Chair** – Brandi White (Arthur J. Gallagher)
- **Past Chair** - Katrina Hueging (Insurance Brokers Association of Manitoba)
- Lindsey Jordan (HUB International Horizon Insurance)
- Charles Beckley (One Insurance Group)
- Jamie Taronno (Crossroads Insurance)
- Cameron Wilgos (MIG Insurance)
- IBAM Board Liaison – Tara Chammartin (La Salle Insurance)

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**Malory Cassie - Featured YBN Committee Member**

I can't say that insurance was always my career of choice, as I knew nothing about the industry until I met my husband in 2009. He was a broker, as was his mother. I went from knowing nothing about the industry, to hearing about it on a daily basis as it was always a hot topic of conversation between the two of them. After seeing the passion that both of them had for their jobs, I decided to apply at a brokerage in 2010.

I have been with Garriock Insurance since 2011, and over the last few years have gone from Personal Lines Broker, to Branch Manager, and now to District Manager. I completed my CAIB designation with honors in 2012, and have two courses left to complete before obtaining my CPIB designation.

In my free time I love visiting with friends and family, attending concerts, travelling, or getting lost in a good book.
Recap of the 2nd Annual YBN Dale Rempel Memorial Golf Tournament

Thank you to all of the golfers and volunteers who came to the 2nd Annual YBN Dale Rempel Memorial Golf Tournament held on August 27th, 2014 at both Pine Ridge Golf Club and Elmhust Golf and Country Club.

Not only were we fortunate to have beautiful weather for our 250 golfers and 30 volunteers, we also raised $20,000 for the CancerCare Foundation of Manitoba in the name of Dale Rempel. We are beyond excited as this is more than the YBN and IBAM have ever raised before!! This could not have been done without the support of our Golfers, Volunteers, Sponsors and the crew at IBAM so thank you for your tireless support of this great event.

We are currently working to secure a date and location for our 2015 tournament next August so stay tuned for more details, which will be released as soon as they become available.
Creating a future by choosing Insurance as THE Career Choice

-By Jamie Taronno, Crossroads Insurance

I remember trick-or-treating as a child... Me and my intrepid cohort of ghosts and witches would make our way from house to house with pillowcases full of candy. Tricking, treating, sometimes both. I also remember that there was always the one house that looked way too scary to visit. All the lights were off and it seemed completely unwelcoming.

What I didn’t know is that the few brave opportunists that mustered up the courage to knock on that door always ended up with the most candy - because they were one of only a handful of kids that came by. I wish I had known that then. And now I’ve been told I’m too old to trick-or-treat.

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We are in dire straits here, people. And not the band, sadly, but the thing. According to www.insurancebusiness.ca, for every 10 brokers retiring 3 brokers are being recruited. Some basic math suggests that this doesn’t bode well for the future. And the direct writers must be overjoyed.

Consider why you yourself became an insurance broker. Let’s assume that you were talked into it by someone. Would you have considered it otherwise? Well, statistically speaking, you wouldn’t have. The fact is, children just don’t grow up dreaming of becoming insurance brokers.

Continued on next page...
So, how do we solve this problem? Easy. Spread the good word.

Here are five reasons why becoming a broker is a great idea:

1. Many brokerages will subsidize or pay for your education;

2. The earning potential can be extremely high;

3. It’s recession-proof;

4. There are niches for everyone:
   - Are you a CGA? Get into bonding insurance.
   - Have a degree in Forestry? Get into environmental liability.
   - Coming from the Hospitality Industry? Restaurants need insurance too.
   - IT background? Cyber liability.

5. The people are amazing!

Why am I pitching being a broker to a bunch of brokers you ask? Because I’ve got a challenge for you young’uns:

Over the next month, get three people interested in the Insurance industry.

This should be easy. You know your friend Beth that works at Baby Gap? Maybe she doesn’t want to work there forever. Not that there’s anything wrong with Baby Gap. Maybe Beth hasn’t considered herself ready for a career yet, or her degree didn’t work out and now she needs to find a new path with lots of upward mobility.

The old guys have done their part and now it’s our turn to lay a foundation for the future of this industry.

It’s time to turn on some lights in this house.

Upcoming IBAM / YBN Events:

**IBAM Office Grand Opening – Oct 16, 2014**

**Professional Development Day – Oct 30, 2014**

**Meet your Company Representative Reception – Oct 30, 2014**

**YBN Charity Comedy Night (Rumors) – Nov 12, 2014**

**Errors & Omission Seminar (Winnipeg) – Nov 19 & 20, 2014**

**Errors & Omission Seminar (Brandon) – Nov 21, 2014**

For more information on these events, see the IBAM website at www.ibam.mb.ca