

YBN E-News

Summer 2015 Edition

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



YBN Clothing Drive

-By Chelcie Scott, HMS Insurance Group Inc

YBN Clothing Drive

From March 30 to May 1, 2015, the Young Brokers Network, through IBAM, held a clothing drive with drop-off locations at participating insurance brokerages throughout Manitoba.

Donations of gently used women's business wear, shoes, and accessories were given to The Clothes Closet. The Clothes Closet is a non-profit organization which helps women to be successful in job interviews by supplying them with work appropriate clothing.

We were also accepting any and all other types of clothing from men's shirts & pants, to mittens & scarves, to even under garments. Anything that didn't fall within The Clothes Closet's scope was donated to the Siloam Mission. The Siloam Mission is a Christian humanitarian organization that eases hardships and provides opportunities for transformation for those affected by homelessness.

After a lot of collecting and sorting, the clothing drive turned out to be a huge success! The small town of Carberry, MB really came together and produced two full vehicle loads alone! It's pretty unbelievable what we can achieve when we put our heads together! Great job everyone on a successful clothing drive!



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!

Hill Days - 2015

-By Jason Searcy, Wyatt Dowling Insurance Brokers

On June 2, 2015, Insurance Brokers from across Canada converged in Ottawa for our Annual Hill Days. Every year at this time, we meet with MP's from across the political spectrum to remind them of the important role we play in communities big and small, and in every corner of this great country. As insurance brokers, we sell insurance that best fits our client's needs, and not anyone's bottom line. In 2017, The Bank Act is up for review in Parliament and as brokers we must keep the MP's informed about the importance of keeping credit granting institutions from selling home, commercial, and auto insurance in their branches.

Ottawa was a great experience and a great city. I implore every single one of you to be politically active in your communities. Take a moment to speak with an MP if you run into them at a dinner or community BBQ. MP's especially love seeing young people involved in politics. A simple conversation where you just let them know you are an insurance broker may help trigger a memory about meeting with some of us in Ottawa in June.

Have a great summer everyone!



Blood – It's In You To Give!

-By Catherine Leiendecker, BFL Canada

Did You Know...

- It takes up to 5 donors to help someone in heart surgery.
- It takes up to 50 donors to help someone that has been in a car crash.
- It takes up to 5 donors to help someone going through cancer treatment.
- It takes up to 8 donors per week, to help someone going through leukemia treatment.
- Your donation will touch so many lives.



What greater gift is there than the gift of life? That's exactly what every blood donation delivers. Blood and blood products are a critical part of everyday medical care, including major surgeries, medical procedures, cancer treatments and managing disease. The need is constant.

Did you know that Canadian Blood Services now has an App?

Download the App today, and start donating!

Don't forget to let them know that you are part of the IBAM / YBN Partners For Life Campaign.

Partners^{🇨🇦} For Life

Tips for Young Brokers

Volume 3

-By Mr. Insurance



Got an insurance question?

Ask Mr Insurance

Golf Tournaments. The grown-up equivalent of playing in a sandbox...

The Canadian golf course; natural habitat of the majestic insurance broker. Watch as they mill about the rough foliage rooting for errant balls and grazing on extra spicy caesars. Beautiful isn't it?

Now, I'm joking (obviously) but the importance of golf tournament season should not be downplayed. There is some serious opportunity here. There are two main reasons for attending a golf tournament where brokers are concerned:

1. To show support to the company throwing the event.

- This means you show up, bring a bunch of people, buy lots of stuff and stay to the end.
- Make sure to thank the host both in person and in writing/email.
- Bring business cards.

2. To network

- Fly solo, let them put you on a team. Or invite (and pay for) high-profile clients. This is a great opportunity to meet and interact with prospects/clients in a non-work environment.
- Bring business cards and behave yourself.

Be warned:

- Your conduct on the course is perceived as indicative of the way you transact business. So if you follow up a shanked drive with a temper tantrum the rest of your team will assume that this is how you respond when met with adversity in your job. This may be true but how 'bout you suck it up princess?
- Stay hydrated. A day of sitting in the sun without any water is bad enough. A day of sitting in the sun drinking nothing but Palm Bay is a whole new level of bad. Drink plenty of non-boozy fluids.

(continued)

- Don't give golfing advice unless it's requested. I'm not a great golfer, and I'm cool with it. Where I start getting frustrated/weirded out is when folks take it upon themselves to be my golf instructor. It feels weirdly parental and makes people feel uncomfortable. Now, I understand the irony of me giving you this advice unrequested, but clicking on this article is implied consent...so there.
- Mirror the competitiveness of the team. If you are golfing with a bunch of pros and you yourself are a pro, sure, keep the competition high. If you are the only one taking it seriously it will harsh the buzz for the rest of the group.
- Be a gracious loser. People will remember you for your first and last. So this means that your refusal to shake hands at the end of a match will forever besmirch the memory of you. Yes, I said besmirch.

Register EARLY. Certain golf tournaments (**YBN DALE REMPLE MEMORIAL TOURNAMENT FOR EXAMPLE**) book up very quickly. So it's best to register for them as soon as you know you can attend. This also helps you plan your summer well in advance. Now that you are armed with this exceptionally helpful information you should have no trouble drumming up new business or maintaining existing relationships by way of hitting a ball with a stick.

Thanks for reading y'all!

— Mr. Insurance

To ask Mr. Insurance a question, email the YBN at mohammeds@oneinsurancegroup.ca



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DALE REMPEL MEMORIAL GOLF TOURNAMENT

IN SUPPORT OF



WEDNESDAY AUGUST 26, 2015

**PINE RIDGE GOLF CLUB &
ELMHURST GOLF & COUNTRY CLUB**

The YBN is proud to host the 3rd Annual Dale Rempel Memorial Golf Tournament on August 26th, 2015 at both Pine Ridge Golf Club and Elmhurst Golf & Country Club.

Join us for a day in the sun, and take your best swing at some great prizes!

In past years, we were fortunate to have beautiful weather, a delicious dinner, awesome people and a lot of fun.

Last year, after a resoundingly successful day, the YBN was thrilled to be able to donate \$20,000 to Cancer Care Manitoba in Dale's name. We look forward to beating that goal this year!

Dale Rempel was a broker and past president of IBAM who passed away in 2012. We think Dale would be incredibly proud of the support from our industry and the donation to Cancer Care in his name. We would like to take a moment and thank his amazing wife, Lynn Rempel, who has been a constant champion of the Young Brokers Committee & a huge supporter of our events.

In 2014 we had over 250 golfers on the two courses and we anticipate another sell out event this year, so register your group ASAP and start getting your team name ready (' tee party' , anyone?). We'll meet you on the green on August 26th!

- Miranda Matheson
Special Risk Insurance Managers Ltd.

Young Brokers Network Committee

Chair – Brandi White (MIG Insurance)

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Daniel Friedrich (BSI Insurance)

Mohammed Subhan (One Insurance Group)

Jessica Sumabil (HUB International)

IBAM Board Liaison – Tara Chammartin (La Salle Insurance)



Upcoming IBAM / YBN Events:

Dale Rempel Memorial Golf Tournament - August 26, 2015

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