

REGISTRATION FORM

WEDNESDAY, JUNE 2nd - FRIDAY, JUNE 4th, 2010

Hyatt Regency Toronto

370 King Street, Toronto, Ontario, Tel. 416-343-1234

REGISTRATION PAYMENT OPTIONS

GST #102499340RT

1. CREDIT CARDS - ON-LINE REGISTRATION ONLY:

4 EASY STEPS! **1.** Login to the IBAO website and click on Members. **2.** Enter your IBAO Membership # and your Last Name (this field is case sensitive), select login. **3.** Select Online Event Registration **4.** Select Register for an Event - click on YBC Conference 2010 (listed under June 2, 2010) - once you have selected the event package, proceed to check-out.

On-line registrants will receive an email confirmation for this event. Call IBAO if you have not received confirmation.

2. CHEQUE and/or BIPPER BUCKS PAYMENT:

TOTAL AMOUNT PAID \$ _____

Payment with BIPPER BUCKS must be accompanied by a signed declaration from the Principal requesting its usage.

Attach cheque payment and BIP Bucks request to this completed registration form. Cheque is made payable to IBAO.

This is a fillable PDF document. Please complete electronically or print, fill out and mail to IBAO.

COMPLETE ONE (1) REGISTRATION FORM PER PERSON - PLEASE TYPE OR PRINT CLEARLY

Full Name _____ RIBO Number _____

Brokerage Name _____

Street Address _____

City _____ Prov. _____ Postal Code _____

Telephone: (_____) _____ Fax: (_____) _____ E-mail: _____

REGISTRATION PACKAGE OPTIONS

Select Package - Conference Itinerary on page 2

COMPLETE CONFERENCE PACKAGE:

YBC Member: \$656.25 (includes 5% GST)

Package Includes:

- Accommodations - Wednesday, June 2nd & Thursday, June 3rd;
- all group meals;
- all seminars & materials; and
- all social functions.

COMPLETE THURSDAY PACKAGE:

YBC Member: \$420.00 (includes 5% GST)

Package Includes:

- Thursday group meals;
- Thursday seminars & materials;
- Exhibit Area and Hospitality Night.

****DOES NOT include accommodation**

THURSDAY EXHIBIT & HOSPITALITY:

YBC Member & Company Reps: \$75.00 (includes 5% GST)

Package Includes:

- Exhibit Area and Hospitality Night;

****DOES NOT include accommodation.**

FRIDAY PACKAGE (includes Thurs. Exhibit & Hospitality)

YBC Member: \$258.75 (includes 5% GST)

Package Includes:

- Thursday Exhibit Area and Hospitality Night;
- Friday Breakfast and Seminar.

****DOES NOT include accommodation**

FRIDAY SEMINAR PACKAGE:

YBC Member: \$183.75 (includes 5% GST)

Package Includes:

- Breakfast and Seminar.

****DOES NOT include accommodation**

**REGISTRATION DEADLINE:
FRIDAY, MAY 7, 2010**

** Call the Hyatt Regency at 416-343-1234 and quote the YBC Conference for our rate of \$159 + taxes per night.

NOTE: Conference rate is available only until May 7th!

RETURN THIS FORM WITH PAYMENT TO: Insurance Brokers Association of Ontario

1 Eglinton Ave East, Suite 700, Toronto, ON M4P 3A1 Tel.: 416-488-7422, 1-800-268-8845 Fax: 416-488-7526



ITINERARY

Wednesday, June 2nd:

4:00 p.m. – 6:00 p.m. **Check-in**
6:30 p.m. – 7:00 p.m. **Meet & Greet**
7:30 p.m. (approx.) **Dinner**
After Dinner

The Dominion Guest Speakers:
George Cooke, CEO and team of young executives

9:00 p.m. **Entertainment**
10:00 p.m. **YBC Hospitality Reception**

Thursday, June 3rd:

7:30 a.m. – 8:25 a.m. **Breakfast**
8:30 a.m. – 11:45 a.m. **Seminar**

Understanding Consumer Expectations
(RIBO CE - 3 hours Management)
Bill Morris, Navicom Inc.

The Ontario insurance market is experiencing unprecedented change. Review the latest Ontario market intelligence and understand how new market segments with different buying criteria are emerging. See first-hand what factors influence Ontario insurance consumers to make their insurance decisions and learn how your brokerage needs to adapt. This workshop will review the specific opportunities and risks that exist in the market in the following key areas:

- Managing current demand (with existing clients)
- Capturing Competitive Demand (from non broker markets)
- Creating Brand New Demand (attracting new clients for the first time)

Join Bill as he reviews timely, proprietary “must have” business intelligence that is critical to the long term growth and prosperity of your brokerage!

12:00 p.m. - 1:00 p.m. **Guest Speaker:**
Louis Gagnon, President
Intact Insurance

1:00 p.m. – 1:45 p.m. **Lunch**

Thursday, June 3rd: *continued*

2:00 p.m. – 3:30 p.m. **Seminar:**
IBAO Update Session
(RIBO CE: 2 hours Management)
Randy Carroll, CEO and Peter Blodgett, Chairman

IBAO Members' Update includes:
Market Update, Auto Reforms, ITV, Group Rated Programs, Federal and Provincial Political Updates, Marketing and YBC Update. We will also be reviewing new IBAO initiatives, and MORE!

3:30 p.m. - 4:30 p.m. **Guest Speaker:**
Kevin McNeil, President and CEO
Gore Mutual Insurance Company

6:00 p.m. – 8:30 p.m. **Exhibits**
After Trade Show **YBC Hospitality Reception**
Entertainment by: Ivana Santilli

Friday, June 4th:

7:30 a.m. – 8:25 a.m. **Breakfast**
8:30 a.m. – 11:45 a.m. **Seminar:**

The Do's and Don'ts of Social Media and Web 2.0
(RIBO CE: 3 hours Personal Skills)
Amber MacArthur, MGI Media

Amber MacArthur will discuss social media trends that will help to increase business in 2010 and beyond. With a focus on how social media can be an effective tool for generating clients, building connections, and expanding resources, she will highlight rules for engagement online, such as authenticity, bravery, and consistency. Amber will also discuss how social media can help individuals to develop professionally and how these new tools can help businesses evolve. With a reporter's knowledge of up-to-the-second trends, and a consultant's understanding of what really works, Amber will empower you to use these technologies to strengthen customer loyalty and market more effectively.

11:00 a.m. **Check-out**

Register Today!

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FRIDAY, MAY 7, 2010

CANCELLATION POLICY:

YBC Conference registrations are non refundable.
Registrations can be transferred to another young broker within your brokerage office.