

CAILBA 2017 NATIONAL CONFERENCE & AGM, JUNE 6-8 2018



"It is **not the strongest** of the species
that survive, **nor the most intelligent**,
but the one **most responsive to change**"
- Charles Darwin



Schedule of Events

Master of Ceremonies: **Jeff MacInnis**
TUESDAY JUNE 6, 2017

2:00 - 4:00 PM	Sponsors Setup	Garden View Foyer
5:00 - 6:00 PM	Registration Desk Open, Andrew Harris, Association Administrator	Skylight Foyer
6:00 - 7:30 PM	Welcome Reception Sponsors Tradeshow, MC: Jeff MacInnis	Garden View Foyer
7:30 - 9:00 PM	Welcome Dinner and Entertainment Kate Davis, Comedian	Grand Event Room A,B

WEDNESDAY JUNE 7, 2017

7:00 - 8:00 AM	Breakfast	Sunhill Dining Room
7:00 - 8:00 AM	Registration Desk Open	Skylight Foyer
8:00 - 8:15 AM	Opening & Welcome, Michael Williams, CAILBA President, Clementine Peacock, CAILBA Executive Director	Grand Event Room A,B
8:15 - 9:15 AM	Future Proofing your Business, Brad Grossman, Founder & CEO Zeitguide, Analysis and observations about the biggest business, economic, political and cultural news stories and how to future proof your business.	Grand Event Room A,B
9:15 - 9:45 AM	Changes to Saskatchewan Regulations, Ron Fullan, Chairperson, Insurance Council of Saskatchewan	Grand Event Room A,B
9:45 - 10:45 AM	Regulatory Panel Discussion, Provincial Regulators from Ontario, Quebec, New Brunswick, Saskatchewan, Alberta and BC will provide updates on regulatory changes in the Industry.	Grand Event Room A,B
10:45 - 11:00 AM	Morning Break	Garden View Foyer
11:00 - 12:00 PM	"Other Than Everything... Not Much Has Changed" Insurance Company Panel Discussion Moderator: Paul Brown, Chairman & CEO, IDC Worldsource Panelists: Ray McKenzie, ivari, Dennis Craig, RBC, Phil Marsillo, Canada Life, Steve Krupicz, Manulife, Dean Chambers, Sun Life	Grand Event Room A,B
12:00 - 1:00 PM	Lunch	Sunhill Dining Room
1:00 - 1:30 PM	CAILBA Annual General Meeting Introduction of Board of Directors and New CAILBA Members	Grand Event Room A,B

WEDNESDAY JUNE 7, 2017 (cont'd)

1:30 - 2:15 PM	Possible Disruption? - How to Deal with It How do you think disruption will occur. Do you have a plan in place? Moderator: Alex Dudarev, Insurance Supermarket Inc. Panelists: Doug Paul, SSQ, Todd Hynes, ivari, David Stewart, Financial Horizons	Grand Event Room A,B
2:15 - 3:00 PM	Sell Different; Understanding the buying and purchasing habits of the next generation. Moderator: Roland Chan, FindBob, Panelists: Francois Levasseur, Kronos, Dave Nugent, WealthSimple, Danish Yusuf, Zensurance, Ally Dhala, Finaeo	Grand Event Room A,B
3:00 - 3:15 PM	Afternoon Break	Garden View Foyer
3:15 - 4:00 PM	The Aging Advisor & Succession Moderator: Roland Chan, FindBob Panelists: George Hartman, Market Logics, Jerry Butler, Queenston, Robert Dougan, Self Management Group	Grand Event Room A,B
4:00 - 5:00 PM	Evolution or Revolution? The Future of Insurance Distribution Benjamin Reed-Hurwitz, Strategic Insight,	Grand Event Room A,B
5:00 - 6:30 PM	Personal Networking Break	
6:30 - 7:30 PM	Cocktail Reception & Tradeshow	Garden View Foyer
7:30 - 9:00 PM	Dinner & WIN thinking Challenge with Jeff MacInnis. Presentation of the Alex Melvin Leadership Award	Grand Event Room A,B

THURSDAY JUNE 8, 2017

7:30 - 8:30 AM	Breakfast	Sunhill Dining Room
8:30 - 9:00 AM	Welcome to APEXA, Dylan Friedmann, VP Client and Partner Experience	Grand Event Room A,B
9:00 - 10:00 AM	Digital Marketing Disruption & The Millennial Takeover, Darrell Keezer, Candybox Marketing	Grand Event Room A,B
10:00 - 11:00 AM	Breakout Session IA Technology Panel Update Cyber Security and how it relates to software in our Industry. Security and Confidentiality on Data Transfer. Larry Keating, NPC How do we seek to help our customers and where do we take our companies to make sure we stay relevant? Simon Tomlinson, BlueSun, Francois Levasseur, Kronos. Moderator: Eric Wachtel, IDC Worldsource,	Grand Event Room A,B
	Breakout Session IB The Financial Wealth of Canadians: Focus on Deposits Kimberley Muise, VP Business Development, Cannex & Carlos Cardone, Senior Managing Director, Strategic Insight	Grand Event Room C
11:00 - 11:15 AM	Morning Break	Garden View Foyer
11:15 - 12:00 PM	Industry Association Partners Update This panel will update us on regulatory changes and challenges facing our industry and the steps each industry association needs to take in the coming year to overcome these challenges. Panelists include: Advocis, CLHIA, CALU, IFB, CLIEDIS	Grand Event Room A,B
12:00 - 12:45 PM	Economic Update, Thomas Feltmate, Senior Economist, TD	Grand Event Room A,B
12:45 - 1:00 PM	Closing Remarks & Thank You Michael Williams, CAILBA President Clementine Peacock, CAILBA Executive Director	Grand Event Room A,B