

Insurance Specialist Forum

Brisbane

21 July 2021



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FINANCIAL GROUP

Time	Agenda item	Speaker
10.00am - 10.10am	Welcome - Day 1	Sophie Firminger, National Practice Manager - Madison Financial Group
10.10am - 11.00am	Best Practice • Client Engagement • Advice implementation • Claims Management • Review	Peer sharing workshop
11.00am - 12.00pm	State of play & market insights	NMG
12.00pm - 12.45pm	Lunch	
12.45pm - 1.45pm	Re-Insurance Overseas Perspective, Future trends and product design	Insurer
1.45pm - 2.30pm	Underwriting Can technology replace traditional methods & future trends	Matthew Apps, National Underwriting Distribution Manager - Zurich
2.30pm - 3.15pm	Inforce Policy Management/Claims Stories	AIA
3.15pm - 3.30pm	Afternoon tea	
3.30pm - 4.15pm	Claims Handling Recent financial advice cases and trends	Turks Legal
4.15pm - 5.00pm	Legislative Changes Impacting Insurance DDO, claims handling, LIF review	Dr Jeff Scott, Head of Advice Strategy - MetLife
5.00pm - 5.30pm	Day 1 Review & Actions	Sophie Firminger, National Practice Manager - Madison Financial Group
5.30pm	Drinks	

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Time	Agenda item	Speaker
8.45am - 9.00am	Welcome - Day 2	Sophie Firminger, National Practice Manager - Madison Financial Group
9.00am - 10.00am	Buying and Selling Risk Books Are they still worth purchasing? What to look for in due diligence	Jaime Johns, General Manager - Madison Financial Group
10.00am - 11.15am	IP Changes Where to from here? An advice based discussion	Scott Hoger, Technical Manager Business Development - TAL
11.15am - 11.30am	Morning Tea	
11.30am - 12.30am	Stress testing your insurance philosophy in light of IP changes	Workshop
12.30pm - 1.15pm	Lunch	
1.15pm - 2.15pm	Insurance Leaders Panel	Richard Nunn, CEO - MetLife Niall McConville, General Manager Retail Distribution - TAL + Zurich
2.15pm - 3.15pm	Building a successful insurance business	Nick Fanto, Principal - Orbital Advisory
3.15pm - 3.30pm	Wrap up & close	Sophie Firminger, National Practice Manager - Madison Financial Group