

Insurance Specialist Forum



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FINANCIAL GROUP

Hilton Hotel - 190 Elizabeth Street, Brisbane QLD

21 July 2021

Time	Agenda item	Speaker
10.00am - 10.15am	Welcome - Day 1	Sophie Firminger, National Practice Manager - Madison Financial Group
10.15am - 11.15am	State of play & market insights	Manoj Karthik, Consultant David Hutchison, Consultant - NMG Consulting
11.15am - 12.15pm	Legislative Changes Impacting Insurance DDO, claims handling, LIF review	Dr Jeffrey Scott, Head of Advice Strategy - MetLife
12.15pm - 1.00pm	Lunch	
1.00pm - 2.00pm	Best Practice • Client Engagement • Advice implementation • Claims Management • Review	Peer sharing workshop
2.00pm - 3.00pm	Underwriting Can technology replace traditional methods & future trends	Matthew Apps, National Underwriting Distribution Manager Stephen Connolly, Underwriting Digital Solutions Team Leader - Zurich
3.00pm - 3.45pm	Inforce Policy Management	Elise Sanders, Head of Enablement, Marketing & Communications - AIA
3.45pm - 4.00pm	Afternoon tea	
4.00pm - 5.00pm	Claims Handling Recent financial advice cases and trends	Turks Legal
5.00pm - 5.15pm	Day 1 Review & Actions	Sophie Firminger, National Practice Manager - Madison Financial Group
5.30pm	Drinks	

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Time	Agenda item	Speaker
9.00am - 9.10am	Welcome - Day 2	Sophie Firminger, National Practice Manager - Madison Financial Group
9.10am - 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 Nathan Taggart, Head of Sales - Zurich/OnePath Ben Walsh, Chief Insurance Officer - AIA
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