



MGA Technology Symposium

There is no denying that technology is a significant driving force in the rapidly changing world of property & casualty insurance.

- **Consumer expectations** – including your broker customers – for choice, self-service, quick response, on-demand, quality service continue to rise;
- **Technology** creates new risks – cyber, social liability, privacy, autonomous vehicles;
- **Tools** help address losses – drones, estimating tools, social tools for improved service;
- **IoT** and **data** help identify and better quantify and manage risks – flood, driving, breakdown, etc.

Might this be true for MGAs who serve niches and cover insurance needs for special risks? The threat of competition from traditional insurers, from new and existing peer MGAs and from new InsurTech entrants (many of whom look to technology for a competitive edge) is raising the bar.

Industry experts and thought leaders will focus on technology as it relates to the P&C MGA community, both as a tool to give you a competitive edge and as an external threat & risk opportunity.



MGA Industry Challenges

- **Gary Hirst**, President, CAMGA

Gary will introduce the event, provide a snapshot of CAMGA, and participate in a panel about the issues and challenges facing the MGA community today.

PANELISTS:

- **David Harris**, COO, Angus Miller
- **David Cook**, President, ENCON
- **Gary Hirst**, President & CEO, CHES Special Risk

MODERATOR:

Patrick Vice, Partner, Insurance-Canada.ca



How Can MGAs Disrupt The Insurance Market?

- **Martin Kosk**, Commercial Manager, Inslly

With the growing prominence of InsurTech, the word “disruption” is being thrown around rather casually – but should we be talking about disruption or innovation in the insurance space?

What does innovation in insurance actually mean if you compare it to other industries, does innovation look the same in different countries and how are MGAs positioned to be a part of it?

This Technology In Action symposium is designed for decision-makers and innovators in Property & Casualty MGAs, and those insurers, brokers, and services providers who work with them

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Technology In Action

Tuesday November 27, 2018

MALAPARTE, TIFF BELL LIGHTHOUSE
350 King Street West, Toronto

Other confirmed sessions at this symposium include:

Will Technology Play a New Role in the MGA-Insurer Relationship?

- **Marc Lipman**, Chief Operating Officer, AIG Insurance

The MGA-Insurer business relationship varies a great deal in terms of responsibilities. Today sees a more quickly-paced and dynamic insurance business environment enabled by – perhaps driven by – rapid innovations in technology (InsurTech). What are the potential implications?

Peer to Peer Insurance: What is the Hype About?

- **Kevin Huang**, Founder & CEO, Huang & Associates Analytics

Recently, interest and activity in the peer to peer (P2P) insurance space by InsurTech start-ups and VC firms has increased dramatically. Is P2P insurance simply old wine in a new bottle or is something revolutionary happening? How will the role of underwriters and actuaries be impacted by P2P insurance? This session will explain the current market trends in P2P insurance, including major players and key features offered through various platforms. Several case studies will be used to illustrate the pros and cons with P2P insurance. We will offer our views on the future of P2P insurance.

Cansure: An MGA Technology Case Study

- **Cameron Copeland**, President, Cansure
- **Brock Andrew**, COO, Custom Software Solutions Inc.

Cameron and Brock will discuss the impact of the technology partnership between these two firms upon the success of Cansure over the past 10 years.

Is Your Decision Process Responding to InsurTech Demands?

- **Jad McGregor**, President, ABEX
- **Selena Fredericks**, Director - Operations & Marketing, A.M. Fredericks Underwriting Management Ltd.
- **Jeff McCann**, CEO, Digital MGA Marketplace Ltd.
- **MODERATOR: Patrick Vice**, Partner, Insurance-Canada.ca

With the escalating pace of innovation and change in insurance, MGAs face the challenges of rising expectations by insurance and distribution partners, not to mention the ultimate end-customer. Opportunities keep surfacing. How is technology changing the decision process?

Brokers Are Changing: Are You Keeping Up?

- **MODERATOR: Kim Opheim**, President, K. Opheim Consulting
- **Brenda Rose**, Vice President & Partner, FCA Insurance Brokers
- **Additional panellists TBA**

Brokers are innovating in all directions, from customer experience and engagement to improved connectivity with markets, from integrated third party services to a culture change with staff, and more. New and emerging technologies are a major enabler, even driver, of the changes.

Hear from a panel of brokers who will discuss what they would like from their markets to help them maintain their competitive today, and going forward into tomorrow.

...and more!



Marc Lipman



Kevin Huang



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Brock Andrew



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