



# Council of Queensland Insurance Brokers 24th Annual Convention 2016

InterContinental Sanctuary Cove.  
25-28 August



## Gold Sponsors



## Silver Sponsors



# Welcome to our 24th Annual Convention

In 2016, we look forward to welcoming our members, business partners and families to the InterContinental Sanctuary Cove Resort for the 24th Annual CQIB Convention weekend.

As always the annual Convention will bring together good company, great food and some exciting entertainment.

The fun starts on Thursday afternoon with a beach volleyball competition, leading into a beach party, featuring an Australian headline band brought to you by CGU. The following night, Vero will host a fire and ice themed dinner complete with acapella group and to finish off the weekend, make sure you pack your dancing shoes, because the QBE dinner will see a spectacular band flown in especially from Melbourne to entertain you.

The overall theme for this year's Convention addresses Risk Management and will offer a variety of informative presentations ranging from asbestos claims, how secure is your client and will even include a demonstration

from the Queensland Fire Department.

We have managed to secure a number of keynote speakers for Saturday including the spirited young sailor Jessica Watson and the inspiring Brian Freeman, Australia's most outstanding private adventure guide amongst many.

Events such as these cannot be possible without the support of our Business Partners, without them, CQIB would not be able to provide these services to its members, so we offer a special thank-you to each of them, especially our Gold Partners, CGU, QBE and Vero.

On behalf of the Council, I look forward to seeing you at the Conference for an enjoyable weekend of not only networking, but rest and relaxation with your family, friends and colleagues.

**Sean Bemrose**  
PRESIDENT



## Mater Foundation

The CQIB members and associate members have nominated Queensland's Mater Foundation as their charity partner.

With your support the 2015 Conference raised over \$30,000 to purchase a new neonatal twin cot and Art Therapy in the Mater Cancer Care Centre.

This year funds will be going to Mater Mission Fund which help families all over Queensland through their time of financial need due to illness and sickness.

Payment of bills, travel, accommodation, house cleaning, groceries and special needs like wheelchairs can be supplied to help families in their time of need. We ask all delegates and members to continue their support through conference pledges and lets continue to make a difference to families in need.



## Master of Ceremonies James Bracey

James Bracey is the anchor of SportsNight on SKY NEWS National.

Since joining the program in 2004, he has quickly risen through the ranks to become a familiar face at some of the world's greatest sporting events including two summer Olympics (Beijing 2008, London 2012), two winter Olympics

(Vancouver 2010, Sochi 2014), 2010 Delhi Commonwealth Games and the 2011 Rugby World Cup in New Zealand.

In 2008 he won the Swimming Australia Media Award for his coverage of swimming at the Beijing Olympic Games and in 2013 was awarded a Logie Award for Most Outstanding Sports Coverage at the 2012

Olympics.  
The CQIB 2016 Convention will be one of James' first appearances following his return from Rio covering the 2016 Olympics, so he will certainly have a few tales to share with delegates throughout the weekend.



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## Member Booths



## Presenter Profiles

**Friday, 26 August**

### Stream A - Staff

#### 8:30am James Dunstan



James is a Building Certifier with extensive experience in the approval and inspection of residential and commercial structures in Queensland and New South Wales. He is a current member of the Queensland Building and Development Dispute Resolution Committee and acts as a general referee for appeal hearings.

James will be discussing strata building types.

#### 9:10am Josie Harrison & Trevor Barnes



Trevor and Josie from Thermal Scanners will be discussing the importance of thermal surveys, why it's important, what is thermography and the applications of a Thermal Survey.

#### 10:30am Evan Blackburn



Evan has 25 years of experience in the insurance industry. He has provided and coordinated insurance and risk management solutions across a number of sectors and has a passion for working with customers and brokers in an effort to reduce losses and increase business resilience at both the site and corporate level. Evan will be discussing asbestos hazards and insurance.

#### 11:20am David Long



David has been an operational fire fighter for a decade and for close to eight years has been an instructor in a range of courses from Fire Safety Adviser, Wardens, Breathing Apparatus, confined space and AIIMs to name a few. During his time at QFES he has attained the rank of Station Officer. David will be discussing current legislation and fire safety.

#### 1:10pm Shane Risby



Shane has over 15 years' experience in the insurance industry and is currently B&A Commercial State Manager, Allianz. He has strong people management skills, proven sales expertise and a commitment to developing new opportunities, ensuring positive financial growth. Shane will be discussing "how secure should your client's business be?"

#### 2:00pm Darryl Witherington



Darryl is an experienced insurance professional, holding several key positions within the industry including establishing Integrity Assessments in 2011. He has a specialty in risk inspection and surveys and will be speaking about why the attitude of management towards Risk Management is key.

### Stream B - Principals

#### 8:30am Carl Greenhalgh



Since commencing in the insurance industry in 1997, Carl is now LMI Group's Chief Knowledge Officer and heads up LMI Education.

LMI Education has entered into a Joint Venture with The Financial Services School to provide the Insurance Broking community with formalised compliance, qualification and CPD courses. Carl will be covering the following at the Convention.

- Top endorsements that every policy should have for retail, manufacturing, property owners and retail/distribution
- What ROD limits could apply
- Dual payroll in section one and section two
- Claims and how the limits can affect.

#### 10:30am Vero Speaker



#### 11:20am Brett Kenyon



Brett came to the insurance industry in 2001 selling and servicing Personal Lines Insurance. In 2004 he joined HSB selling, marketing and underwriting Engineering Insurance, before moving to Vero in 2009. After a break from the industry in 2010 to gain broader expertise and experience, he returned to the industry and re-joined Vero. Brett will be covering the following at the Convention.

- What is happening with R22 gas
- The effect the changes may have on the market and exposures to your clients
- Emerging technologies and what they look like
- Possible gaps in the market due to changing technologies.

#### 1:10pm Martin Lakos



Martin has been one of Macquarie's leading media spokespeople for over 10 years and is a regular economic and market commentator on radio and television. His financial career spans more than 35 years and when he's not addressing conferences or the media, Martin is advising clients on a full range of investments, portfolio construction and management. Martin will be covering the following at the Convention.

- Global Update: expert insights into a changing world
- Macquarie's global outlook
- Australia's outlook
- Business and consumer behaviours.

Saturday, 27 August

# Robert McDonald

Robert McDonald is a professional mechanical engineer who manages IAG's Insurance Research Centre in Sydney.

He is responsible for all IAG car, motorcycle and home physical research, AEB testing and factors relating to vehicle risk and parts pricing research.

Robert is a member

of the ANCAP (Australasian New Car Assessment Program) Council and Technical Committee.

IAG's Research Centre is the Australian representative of the international association of insurance research centres, RCAR, which represents 25 research centres in 22 countries. Robert has been Chairman of the RCAR

Steering Committee since 2007 and an active member of the RCAR P-safe working group which has driven the performance criteria of ESC and AEB.

IAG Research Centre is a member of the Australian Driverless Vehicle Initiative (ADVI) group.



9:00am



10:30am

# Brian Freeman

Brian is Australia's most outstanding private adventure guide. He is also CEO of Norgay Freeman adventure travel business and Walking Wounded, a registered charity set up to help returned Australian soldiers. He has led many of Australia's prominent individuals on

adventures around the globe.

His knowledge, safety record and success rates are second to none. He is the author of two published books and holds many world records and 'firsts' in adventure endurance events.

His perspective is unique and his

words are truly original, challenging, motivating and inspirational.

Never one to rest on his laurels, in 2016 Brian is training hard and planning to become the first person to scale Mount Everest and swim the English Channel in a calendar year. And no-one is betting against him doing it.

# Mark Searles

Mark joined AUB Group in 2013 as CEO and Managing Director. AUB Group is Australasia's leading equity-based Insurance Broking, Underwriting Agency and Risk Services Group. Mark is also a Director and the Chairman of a number of subsidiary companies and partner businesses including NZbrokers; Austagencies and

Australia's leading Broking Cluster Group - AIMS.

Prior to joining Austbrokers, he was General Manager, Broker & Agent and Chief Commercial Officer at insurer CGU.

Mark has also held senior management roles in the UK/Europe at Zurich Financial Services where he was Managing Director of Zurich's

Direct business; Sage Group PLC and Lloyds TSB Group where he was Chief Executive Officer of Goldfish/Goldfish Bank – UK's leading direct-to-customer financial services group.

A dual Australian/UK citizen, he is married with two teenage boys and lives in Melbourne.



11:30am

# Sean Bemrose

Sean commenced his insurance career in 1990 in the family brokerage whilst studying a Bachelor of Economics degree. In 1998 Sean took on the full time role of General Manager of Tony Bemrose Insurance Brokers and since that time has become the Managing Director, Responsible Officer and Senior

Broker of the brokerage specialising in Commercial Risks and claims advocacy services.

For over nine years Sean has derived immense personal and professional satisfaction representing the wider Queensland Insurance Broking Industry, holding the roles of committee member, Treasurer, Vice President and now President of the Council of Queensland

# State of the Council

Insurance Brokers.

In recent times Sean has founded a life insurance brokerage, Bemrose Life, has been elected to serve on the Steadfast Group under 45's advisory board and is a current Director of QUS Pty Ltd (a strata insurance underwriting agency). In his spare time Sean enjoys nothing more than a game of golf, a ski or driving his racing car.



1:20pm

# Jessica Watson

At the age of 16, Jessica Watson became the youngest person to sail solo non-stop and unassisted around the world. Defying criticism from those who said her task was destined to fail, after 210 days at sea navigating some of the world's most challenging stretches of oceans and surviving seven

knockdowns, Jessica sailed back into Sydney Harbour and captured the hearts of not only Australians, but millions of supporters around the globe.

The author, Young Australian of the Year 2011 and Order of Australia Medal recipient is soon to be the

subject of a movie, beginning production in 2016, which is being produced about her incredible story.

Jessica Watson – she is an inspiring story that ultimately proves that we all have the power to live our dreams – no matter how small or big they are!



1:50pm