



PB Management Event 2009  
15 October 2009,  
Victoria Park Plaza, London

The world is changing very fast.  
Big will not beat small anymore.  
It will be the fast beating the slow.

Rupert Murdoch

Book online now at  
[pb-managementevent.co.uk](http://pb-managementevent.co.uk)

**Registration is FREE to  
all brokers**

Headline sponsor



Speakers in 2009 include:

- Mike Crane, commercial director, **LV= Broker**
- Jeff Herdman, group managing director, **Oval**
- Graeme Leach, chief economist, **Institute of Directors**
- Terry Saunders, manager – small firms division, **Financial Services Authority**

# PB Management Event 2009

As the insurance industry and the UK economy enter unprecedented times, brokers are faced with more strategic challenges than ever. Knowing where to take your business next, whilst complying with FSA regulation, is critical, and one bad decision could cripple an unprepared business.

Attendance at the PB Management Event is essential for anyone serious about ensuring their brokerage continues to thrive under any market conditions. Bringing PB's unique expertise in business intelligence for broker managers to a full-day conference, the Management Event will bring together brokers from all over the UK to network, debate and hear expert insights on broking, management and the future of business.

To mark our first full-day Management Event, we are also delighted to announce a post-event Drinks Reception – a fantastic opportunity to network informally with speakers, exhibitors and, of course, your fellow broker managers.

## Why you should attend

- Hear from a **spectrum of expert speakers**, and take the opportunity to put them on the spot with your questions
- Improve the way you **manage your business** with insights from the broking sector and beyond
- Network extensively with **over 150 other key players** in the broking community
- Have your say and **find out what your peers think**, in the panel debate and interactive voting session
- Browse an exhibition showcasing the **most innovative insurers and service providers** operating in your sector
- Discuss the day's events and enjoy a **more informal networking opportunity** at our post-event drinks reception

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“Very well organised; a good range of topics and debates.”

Paul Field, director, Centor Insurance & Risk Management, 2008 delegate



“PB Management Event provided an excellent update on current issues affecting insurance brokers.”

Sharon Watts, managing director, 2008 delegate



## 09.00 Registration and coffee

## 09.55 Chairman's welcome

*Andrew Tjaardstra, editor, Professional Broking*

## 10.00 Economic update

- Overview of the current economic situation
- Assessing the impact of the recession on Financial Services
- Outlook for the future

*Graeme Leach, chief economist, Institute of Directors*

## 10.30 Regulatory update

- Developments in the regulatory landscape and what they mean for you
- Treating Customers Fairly
- Financial management and accurate reporting
- Current and future hot topics

*Terry Saunders, small firms division, Financial Services Authority*

## 11.00 Questions and comments

## 11.15 Coffee and Networking

## 11.45 Seminar sessions

Delegates will be able to choose from four longer, more interactive seminar sessions on specific issues affecting broker managers

## 12.45 Lunch and Networking

## 13.45 Leading your business through challenging times

- Managing your brokerage as a profitable business
- Developing a long-term strategy and benchmarking
- Incorporating innovation in your business plan to respond to market changes

**Speaker to be confirmed**

## 14.05 Life as an insurer and what keeps me awake at night

- Review of the last 12 months from an insurer's perspective
- Impact of economic climate on our industry

*Mike Crane, commercial director, LV= Broker*

## 14.25 Broker case study

This presentation will take a look at how one successful broker has managed to build and maintain a profitable business against the backdrop of a challenging market environment.

*Jeff Herdman, group managing director, Oval*

## 14.45 Coffee and networking

## 15.15 Interactive panel debate

Your chance to air your views on key topical issues... and put our expert speaker panel on the spot with your questions.

*Chaired by Andrew Tjaardstra, editor, Professional Broking*

## 16.15 Chairman's summary and close of Management Event

### Post-event Drinks Reception

PB invites all delegates, speakers and exhibitors to join us immediately after the last session for a drink and a more informal networking opportunity.

“Having attended [PB’s] excellent event I wanted to say a sincere thank you to you and your colleagues who worked so hard to make it so successful. Many thanks indeed.”

Clive Spiller, business development consultant,  
Lloyd & Whyte, 2008 delegate

For sponsorship and exhibition enquiries, contact **Oli Henry** on **020 7316 9071** or [oli.henry@incisivemedia.com](mailto:oli.henry@incisivemedia.com)

For information on all other **Professional Broking initiatives and events in 2008**, visit [professionalbroking.co.uk](http://professionalbroking.co.uk)

For more information about the **PB Management Event**, contact **Jenny Pink** on **020 7316 9832** or [jenny.pink@incisivemedia.com](mailto:jenny.pink@incisivemedia.com)

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Exhibitors include

