

IBAO young brokers council

# YBC TEAM LEADER JOB DESCRIPTION

---

Dear Young Broker,

It's a great time to be a young professional working in insurance. Our industry is changing at a rapid rate, and you play a significant role in helping us implement innovative solutions for the betterment of the entire industry. But how you might ask and the answer is simple: get involved and stayed engaged. You are the future! We've got a network of strong leaders waiting for your talent, insights and contributions to propel this positive change.

IBAO's YBC team leaders are given many opportunities to get involved and gain vital experience to further their careers. Team Leaders are frequently asked to attend political events, like our Queen's Park MPP Awareness Day and IBAC's Hill Day. IBAO's political efforts are crucial and we depend on our young brokers to represent the association. Team Leaders also have a hand in carrying out some of IBAO's strategic plan items and are encouraged to get involved with local initiatives. Young Brokers and Team Leaders alike are encouraged to be a technology advocate within their brokerage.

If you are keen to get involved and make meaningful contributions to the insurance industry, I hope you will consider putting your name forward to become a YBC Team Leader.

Regards,



Colin Simpson  
Chief Executive Officer  
Insurance Brokers Association of Ontario (IBAO)

---

## OVERVIEW

Grow your career as a broker. Join a team of your peers that are motivated to take action and inspire change in the industry. Broaden your industry knowledge base, build invaluable relationships, lead technology-related initiatives, get involved with political advocacy efforts, and network with IBAO members, staff, Board of Directors, insurance company leaders and other industry partners.

---

## YBC MISSION STATEMENT

“To encourage the long-term success of young brokers by building a strong professional network through career development and peer-to-peer opportunities focused on the perpetuation of our industry.”

---

## REQUIREMENTS

- Under 40 years old or in the industry for less than 5 years
- RIBO Licence in good standing
- Employed by an IBAO Member Brokerage

---

## TIME COMMITMENT

- 2 full-day meetings held in Toronto at the IBAO office: February and May
- Host at least one YBC Event annually in your Territory (additional community involvement encouraged)
- Involvement with local career fairs and other industry recruitment initiatives
- Attend IBAO’s annual Convention, and YBC’s annual Conference

---

## FINANCIAL RESPONSIBILITY

IBAO covers costs for:

- Travel expenses and accommodations for scheduled meetings (for those travelling far distances - *at the discretion of IBAO*)
- Travel expenses and accommodations for annual IBAO Convention
- Travel expenses **only** for YBC Conference (Team Leaders responsible for registration and hotel costs)

---

## TEAM LEADER DUTIES

- Connect and communicate with Young Brokers within your Territory frequently, and bring feedback to meetings based on an adequate sample size
- Participate in Property Committee duties at the annual Convention
- Build relationships with local initiatives
- Contribute to the execution of YBC goals and objectives as it relates to IBAO’s Long Range Plan

---

## NEXT STEPS

If you are interested in seeking nomination as a Team Leader for your Territory, please send Norah Black ([nblack@ibao.on.ca](mailto:nblack@ibao.on.ca)) the following:

1. A letter of expressed interest in Team Leader position;
2. A letter of reference from your Principal Broker acknowledging the aforementioned financial commitment of your attendance at the annual YBC Conference.