



# Stay **Independent** Together.

*Exclusively focused on the future success of independent brokers*



**CanadianBrokerNetwork**



**2000+**  
**EMPLOYEES**

**100+**  
**OFFICES**

**\$2B+**  
**GWP**

## KEEP YOUR **FREEDOM**

We are an alliance of independent, employee-owned insurance brokerages that share best practices, experience, and connections to help members of our community innovate, grow and succeed.

With over 100 offices, 2,000 employees, and over \$2 billion in property and casualty premiums as well as employee benefits, life, and financial services our members recognize there is strength in numbers.

Through our independent-only brokerage network and the CBN team, members are supported with a forum for best practices and intelligence sharing; unique deals, value-added services, and exclusive events and conferences.

If you're a "fiercely" independent broker looking for a competitive advantage, this is an opportunity to grow your business and protect your future. Participate in the benefits of CBN while securing the future of your organization. As a member of the CBN community, you'll get early exposure to joint ventures, group-purchase deals, new technologies, and exclusive products and programs to give you a competitive edge.

You'll get the best of both worlds: the autonomy to make your own decisions and the bench strength to help you execute.



# GROW YOUR **POTENTIAL**

While some insurance brokers answer to large insurance companies and stakeholders, CBN members are independent. Some say fiercely independent.

Through CBN's guiding principles of innovation, collaboration, and commitment to growth, our members leverage the tremendous value of independence into the best possible value propositions for insurance customers, employees, and insurer partners.

Senior managers and key employees pool resources and ideas to evaluate potential business opportunities and create unique product solutions for their clients.

Members share reliable industry data to develop new product and service options for clients and insurance companies. Together, we collaborate on unique investment opportunities, brokerage acquisitions, new technologies, products, and programs that complement member operations and provide leading-edge solutions to CBN members, their clients, and the industry.





## **EXCHANGE BEST PRACTICES & BUSINESS INTELLIGENCE**

### **Collaborate with leaders at all levels across the CBN network**

- Leverage the subject matter experts and collective experience of the group to increase the value you bring to employees and clients
- Learn from each other at our principal meetings and annual leadership conferences: commercial, personal & technology
- Access CBN communication platforms to easily connect with other professionals across Canada in real time
- Compare financial results in the annual benchmarking and productivity studies:
  - Operational
  - Sales and Growth
  - Compensation



## **INCREASE MARKETPLACE RELEVANCY & SCALE**

### **Be part of a national organization with a large and respected voice in the industry**

- Access national and international affiliates which include the best insurance experts in the world
- Understand the scope of insurer relationships across the full network with our consolidated reporting
- Increase individual insurer and underwriter relationships through the Underwriter of the Year Awards
- Get to know the industry's senior executives at the annual Insurer Presidents Dinner
- Win more business through our exclusive deals and wordings
- Attract new opportunities through increased brand awareness
- Create customized individual and CBN-wide production reports using the data in our warehouse



## **ACHIEVE OPERATIONAL EXCELLENCE**

### **Access opportunities and resources developed for all members**

- Attract top talent and reward existing employees with our commercial and personal sales incentive programs and trips
- Develop employees through customized workshops and programs created for CBN members
- Build sales pipelines and enhance client engagement with CBN generated content including: market reports, industry newsletters and brandable monthly technical content
- Enjoy preferred deals with vendors and industry service providers
- Stay current on new and evolving products with our research reports
- Measure digital reach through our annual truScore review
- Collaborate on new technologies and joint projects





## **FIERCELY INDEPENDENT PROUDLY CANADIAN**

### **Join the Voice of Independent Brokers**

#### **Become a Member**

If you're an independent broker looking for a competitive advantage and meet the criteria, we'd like to hear from you.

Qualifications include:

- Independence
- Professional Reputation
- Commitment

#### **Become a Partner**

If you are considering a partial or full buyout solution including succession, talk to us about how we can help you. Participate in the benefits of CBN while securing your future. We invest in firms with your mindset.

To find out more please visit our website at [www.canadianbrokernetwork.com/members/](http://www.canadianbrokernetwork.com/members/) or contact us at 416-855-8150 x 4818 to schedule a time to meet with our team.

# MEET OUR CBN **MEMBER COMMUNITY**



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