



LIVING WITH RAPID CHANGE

EPIC SANA Lisboa Hotel

Lisbon, Portugal

8th-11th October 2019

About the Conference

ABOUT UNIBA PARTNERS

We are the global platform for more than 65 strong, independent broking firms and industry members from across the world.

Our experience, stability and quality focus build a level of commitment and trust which are unique in our industry. Rigorous acceptance and monitoring criteria ensure that we deliver on our promises.

Established in 1987, we have clients in more than 130 countries, a combined network staff of over 4,000 employees and premiums of more than 3.5 billion Euros.





WELCOME to UNIBA Partners' Lisbon Conference!

Beautiful and mysterious Lisbon has for centuries been the starting point for intrepid and sometimes frightening voyages of discovery. Surely there couldn't be a more fitting and symbolic venue for our own three-day voyage towards new ideas!

Living With Rapid Change is the theme of this year's conference. How much this affects all of us, including UNIBA Partners, will be immediately visible in Lisbon where you'll find many new Partners for you to engage with - demonstrating the growth and diversity, and the change within the continuity of UNIBA Partners.

You'll find the spotlight on both the theme, and the differing perspectives we all bring to it, held together by Tim Ryan, our meeting moderator who joins us from the UK where he both runs his own brokerage and the UK broking network UNA.

Rapid change also means that dialogue and networking are more important than ever.

That's why Lisbon has a new conference structure: two days of business meetings and one offsite day for a maximum of opportunities to interact with Partners, Associate Members, Sponsors, speakers, and other guests.

What isn't changing is the strength and continuity of the unique spirit of UNIBA Partners.

We invite you to be part of the dialogue and to share in this exciting voyage of discovery and development.

All of us in the board of directors and the Brussels office look forward to welcoming you to Lisbon!



Mareen Hüffmeier
CEO

A great and warm welcome from Corbroker!

Everyone here at Corbroker knows that you will be coming to Lisbon for UNIBA Partners' meeting!

Many of us are in touch with you during the year and look forward to seeing our friends attending the conference.

Leaving the climate crisis for discussion in the meeting room we certainly expect beautiful weather outside so that you will have the chance to see as much as possible of Lisbon during your stay.

Looking forward to having you here!



Fernando Belchior, CEO
& the Corbroker team,
Portugal





MODERATOR & KEYNOTE SPEAKERS

Tim Ryan

Deputy Chair of BIBA, Executive Chairman of the UNA Alliance, UK

Tim will be our conference moderator. Besides running his own broking firm, Tim is a strong advocate for professional brokers in the UK. His experience and curiosity will help keep us focused on the theme of our conference.



Jorge Magalhães Correia

President of the Executive Committee of Fidelidade, Portugal

A lawyer by training and a former law professor at the venerable Universidade de Lisboa, Jorge has been instrumental in running and growing Portuguese insurance companies. Insights on dealing with change from an insider in our host country.



Adam Beckett

Products and Propositions Director, Aviva, UK

Adam is our keynote speaker on innovation in the insurance industry. 'It's difficult to change when what you've done has always worked' says Adam. His contribution will discuss how fundamental change will be – and what it could look like.



Petra Velzeboer

International Keynote Speaker, Mental Health Consultant

It's not all about technology! How can humans thrive in this rapidly changing, increasingly tech saturated environment? What is happening in the workplace? In the insurance industry? How do we create healthy work places? Petra, our closing speaker, will be using her own amazing story to look at the mental health issues mushrooming around us.



...and many other great speakers and facilitators to be announced over the coming weeks!



DRAFT AGENDA (subject to change)

The conference is moderated by Tim Ryan, Deputy Chair The British Insurance Brokers' Association (BIBA) & Executive Chairman of UNA Alliance Ltd.

Tuesday, October 8th

7.00 p.m. Welcome Cocktail & Dinner

Wednesday, October 9th

8.30 a.m. Partners Only Session
 10.00 a.m. Morning Session (Including Coffee Break)
 1.00 p.m. Lunch
 2.00 p.m. Afternoon Session (Including Coffee Break)
 4.45 p.m. Wrap Up
 6.30 p.m. Depart for Dinner

Thursday, October 10th

9.30 a.m. – 11.00 a.m. Pre-scheduled individual meetings
 11.30 p.m. Depart for Excursion and Lunch
 7.30 p.m. Dinner

Friday, October 11th

9.00 a.m. Morning Session & Coffee Break
 11.15 a.m. Workshops & Round Tables 1
 12.45 p.m. Lunch
 1.45 p.m. Workshops & Round Tables 2
 3.30 p.m. Closing Keynote
 4.15 p.m. Wrap Up
 7.00 p.m. Depart for Awards Dinner





PRACTICAL INFORMATION

Dress code

Dress code throughout the conference is business casual* except for the Awards Dinner on Friday night. Please dress accordingly for this slightly more formal event (business attire, ties not required).

*Less formal than traditional business wear, but is still intended to give a professional and businesslike impression. No sportswear, sneakers or shorts please.

Weather

Mid October in Lisbon sees mild afternoons and chilly mornings and evenings. The weather is still pleasant for visiting the city, but you should not forget to bring a jacket with you just in case. Temperatures remain in the twenties with some chances of rain.

Languages

The language spoken in Lisbon and Portugal is obviously Portuguese. However, English is widely used by a lot of people, especially those working in the tourist industry. There's a high chance you may also hear Spanish and French around.

Tipping

A tip is always appreciated in Portugal. In bars and restaurants, the usual tip is between 5-10% of the bill. For taxis, common practice is to round up the bill or leave an extra Euro or two. Hotel concierges and reception don't tend to receive tips.

Getting around

The metro offers the fastest way to move around in Lisbon, connecting the city to the airport as well. The two famous tram lines in the city can sometimes be very crowded, however they are worth the scenic ride. Uber and Taxify are an alternative and headache-free way to travel from one corner of the city to the other. Last but not least, the four funicular elevators are the most interesting way to "vertically" travel when in Lisbon.

DID YOU KNOW...

In Lisbon you will find the smallest bookshop in the world. Livraria do Simão sits at the start of the Conceição stairs, in the south part of the city. There are around 4000 books arranged in only four square metres and the bookkeeper sometimes has to go outside to let one or two clients in.



Pastél de Nata, Portugal's best known pastry, is also Portugal's best kept secret. Only six people know the recipe to this delicious treat and they can never travel together! Three of them are the owners of the Pastéis de Belém cafeteria, situated next to the Jerónimos Monastery. It is said that the secret recipe for pastéis de nata originated in this massive stone monastery.





EXCURSION & NETWORKING DAY

Thursday off-site activity and tour (includes spouses)

Time to chat, time for networking, time to see something of the city – and time to build something unique! We'll be heading to the LX Factory in an industrial neighborhood of Lisbon.

That's where we will get to work, as a group, on customizing the totally unique, one-and-only UNIBA Partners' bus in which we will then hit the road together.

This day will also be a good chance to see something of the city together.

SPOUSE PROGRAM

Tuk Tuk Lisbon Tour

As always, the spouse program aims to offer something special to this group.

Tuk Tucs are the perfect way of getting through the typical narrow streets of the amazing city.

This lovingly built tour allows the group to experience Lisbon close-up, exploring both iconic sights and well-kept secrets, discovering the monuments and tasting the most traditional food and drinks that Lisbon can offer.

Very little overlap with Thursday's program above.



REGISTRATION FEE

For Partners & Spouses:

Registration fees are 950 Euros per participant or spouse/guest. Early birds can register for 900 Euros if your registration is completed before August 1st, 2019.

For our Sponsors:

Please see your sponsor package.

VENUE

The 5* EPIC SANA Lisboa is the conference venue and departure point for all excursions and dinners.

We are holding a block of rooms there: please indicate your choice when you register, as rooms will be allocated on a first come, first served basis.



CONFERENCE COMMITTEE

Fernando Belchior
Mareen Hüffmeier
Con Manetas (Chair)
Nicola McKaig
Brian Salisbury





CONTACT DETAILS IN LISBON

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PHOTO & VIDEO

Please be aware that we will be photographing and filming at our Lisbon conference and its social events.

If you are uncomfortable with appearing in this material please notify us in writing before the event.

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