



## SPONSORSHIP OPPORTUNITIES

Forward is UNIBA Partners' 2020 Global Conference, live from London & Brussels and online from Singapore, Switzerland, Nigeria, Mexico City and much more.

Three days of carefully time-zoned content create unprecedented opportunities for our Sponsors to target those audiences relevant to you with workshops, chatrooms and presentations.

  
UNIBA Forward  
*Conference*

 LIVE

**21<sup>st</sup> - 23<sup>rd</sup> October 2020**

## ABOUT US

We are the global platform for more than **70** strong, independent broking firms 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 serve clients in more than **130** countries with a combined network staff of over **4,000** employees and premiums of more than **3.7** billion Euros.

## GOING FORWARD

Opportunities to exchange ideas are more valuable than ever. We want to hear from you.

As an industry our solutions have always come through dialogue and collaboration. Our Sponsors play a huge role both in the thought leadership and the delivery of these solutions.

Collectively, our expertise and commitment have never mattered more.

How can we address our clients' new needs? How can we best deploy our expertise and skills to help people and organizations thrive in this new world?

Our agenda will provide regional content for different time zones, including a strong focus on leadership and communication to support the changes all of our organisations are facing.

As risk professionals we hold important keys to the success and well-being of people and the organisations they build and run. Together we can create great value – join us at the Forward conference and participate!



## MESSAGE FROM THE CEO

Thank you for your interest in our FORWARD Conference!

This conference, too, is an opportunity to make your company shine.

Whether you would like to address the whole group, showcase thought leadership and expertise in a given area, facilitate a workshop or address a targeted group, tell us who you want to reach and we will work with you to help you get your message across.



Mareen Hüffmeier  
UNIBA Partners' CEO

# AGENDA HIGHLIGHTS

(CEST times, subject to change)

## Day 1 - Wednesday, October 21st

09:00 Opening & Members' Only Session

11:00 Resilience & Global Recovery (tba)

13:00 Show & Tell New Partners

*The Very Personal Stories of our new Partners  
Part I*

14:00 Say It: Create Your Best Elevator Pitch Ever!

*Wladislaw Jachtchenko, Argumentorik*

15:00 Chat Roulette

*5 Minutes to Make a New Connection*

16:00 Opening & Members' Only Session

17:00 Clyde & Co Keynote (tba)

18:00 Americas Content (tba)

19:00 Sponsor Content & Booths

## Day 2 - Thursday, October 22nd

03:00 Asia-Pacific Keynote

*Iain Ferguson, Lloyd's Asia*

04:00 The Future of One Belt One Road

05:00 Preparing for Future Pandemics

06:00 Chat Roulette Asia-Pacific

*5 Minutes to Make a New Connection*

07:00 Sponsor Content & Booths

09:00 Brexit: Implications for Non-UK Partners

*Sutton Winson*

10:00 Show & Tell New Partners

*The Very Personal Stories of our new Partners  
Part II*

11:00 Africa Middle East Keynote (tba)

11:00 Demonstrating Your International Reach

*Marketing Roundtable*

12:00 Time Tracking: Benefits and Constraints

of Recording Time Spent

*Sutton Winson*

13:00 InsideRisk/High Stakes Leadership in Action

*Edouard Getaz*

16:00 Chat Roulette Americas

*5 Minutes to Make a New Connection*

## Day 3 - Friday, October 23rd

10:00 The Growing World of Employee Benefits

*Lewis Mosley*

10:00 Backbone Roundtable

*Sutton Winson*

11:00 Insuring Wind Energy

*K. Schreiber, Gothaer*

12:00 Meet the Gothaer Energy Team

13:00 Together, There Are No Borders

## > SAY IT!

*One of our confirmed speakers is Wlad Jachtchenko, business coach at Argumentorik*



Well known on the German market and familiar with the world of insurance broking, Wlad will facilitate a one hour workshop on how to craft a memorable introduction of your company. He will be in touch before the conference with a few questions for you.

Your elevator pitch will wow everyone after this workshop!

## > InsideRisk/High Stakes Leadership in Action

*Moderated live by Edouard Getaz, Founder and CEO of InsideRisk*



This three-hour interactive experience is based on a true kidnapping case. Rooted in storytelling, cinema and audio design it immerses participants in the resolution of the case, calling on their leadership skills to make decisions as the case unfolds.

## > Asia-Pacific Keynote

*Iain Ferguson is Lloyd's Asia-Pacific Regional Director*



Having first joined Lloyd's in 2007, Iain Ferguson has more than 20 years' experience working in Japan and across Asia.

Iain will present the 'Shen Attack' report, as well as other broker programmes-related topics.

*For more information and timezones, please click here >>>*

# SPONSOR BENEFITS

More than 350 participants, speakers and sponsors will come together on a virtual platform you can easily handle on your mobile or desktop, wherever you are.

All features below will be made available to all sponsors.

Sponsorship for this conference will be available at the exceptional price of **5,000 Euros**.

## BEFORE THE EVENT

- > Your logo featured on the event website
- > Access to pre-event community to meet attendees
- > Participant list

## KEYNOTE SESSION

- > Dedicated promotional video before session starts
- > Ability to take a 'groupfie' with all the session participants, shareable on social media

## COCKTAIL PARTY (NETWORKING SESSION)

- > Participate in the chatroulette and have 5-minute video chats with the other participants

## CONFERENCE APP

- > Featured hyperlinked logo
- > Access to join in-app community
- > Opportunity to request video meetings with attendees
- > Sponsored CTA link inside speaker-led channels dedicated to each session
- > Ability to search for attendees based on keywords

## TARGET AUDIENCE

- > Different content for different geographical regions
- > Engage your regional staff
- > Target relevant firms

## CONTRIBUTE CONTENT

- > Facilitate workshops
- > Show new products or ideas
- > Participate in debates

## SPONSOR BOOTH

- > Dedicated booth, manned by your representatives
- > Host 1:1 chats with visitors
- > Upload pre-recorded commercial videos
- > Engagement insights for sponsored booth

## POST-EVENT

- > Sponsored emails to attendees
- > Ability to continue chatting to participants after the event

## OUR SPONSORS IN 2019



Gothaer

LLOYD'S



beazley

FIDELIDADE  
SEGUROS DESDE 1808



württembergische  
Ihr Fels in der Brandung.

ALTE LEIPZIGER

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GBG  
Insurance Without Borders™



DEUTSCHE  
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