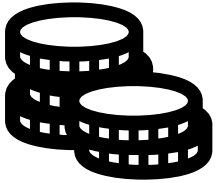




# **2019 Young Insurance Professionals of Toronto Annual Report**

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## YEAR IN REVIEW



**2019 RECEIPTS**  
**\$72,475**



**\$4,000**  
raised for Cancer  
Society

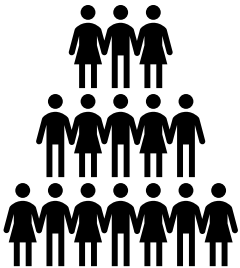
**WE LAUNCHED**



Young Insurance Professionals of Ottawa



**1,900 LinkedIn followers**  
**750 Twitter followers**  
**Instagram launched**



**1300+ YIPT**  
**Members**

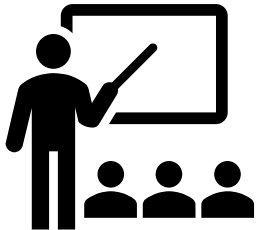
**+**

**300+ YIPO**  
**Members**



**6 Industry**  
**Events**

**+ multiple in partnership**



- **23 Mentorship Pairs**
- **13 Ambassadors**



**550 Attendees at YIPT**  
**Boat Cruise**



**5<sup>th</sup> Annual YIP of**  
**the Year Award**

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## Our 2019 Sponsors and Partners

YIPT could not be made possible without our sponsors. We have been able to grow and mature as an organization thanks to their generous contributions. Since our inception we have worked hard as an organization to ensure the relationship between us and our sponsors remains a symbiotic one. As we have grown so has the need for sponsorship involvement. As is evidenced in our strong Financial Report our goal is always to use the contributions of our sponsors in a sustainable, principled manner providing value both to our organization and to the contributing partners.

### We would like to thank our 2019 Sponsors and Gold Level Partners



## About YIPT

YIPT is a non-profit organization with over 1300 members in the Greater Toronto Region. Our members are a diverse group consisting entirely of insurance industry professionals at varied stages in their career, from entry level to seasoned.

YIPT is Toronto's platform for insurance industry professionals to engage, grow and give back to their community. Events are held throughout the year giving members access to peer-to-peer networking, mentorship programs, and relationship building opportunities.

We encourage all influential industry professionals at senior levels to join as a member of the YIPT community. We are committed to promoting the growth of the organization's diverse membership and connecting members and industry leaders.

## Our Mission

*To build, connect and inform Toronto's insurance community by providing a platform for individuals to enhance their leadership skills through YIPT's three organizational pillars: community enhancement, professional networking, and educational outreach. We aim to become the catalyst for individuals to stand out within the insurance industry and build their networks.*

### Community



### Charity



### Development



## Our Values (C.A.R.E)

In fulfilling our mission, YIPT believes in the following values:

- Collaboration: Working together with our stakeholders, we challenge each other, thrive on our diversity, and work to leverage our strength in making a difference.
- Accountability: We take responsibility for using our resources efficiently, achieving measurable results, and being accountable to our supporters, members & partners.
- Respect: We are always respectful of others, and their opinions and ideas.
- Excellence: We maintain high standards of quality and professionalism in all that we do.

## Message from our President and Chair



**Chris Hirte**  
YIPT 2019  
President &  
Co-Founder

2019 marked another year filled with positive steps forward for our organization. Heading into our seventh year, our community has over 1,300 members, boasts a growing and dynamic executive team and is supported by a diverse panel of corporate partners.

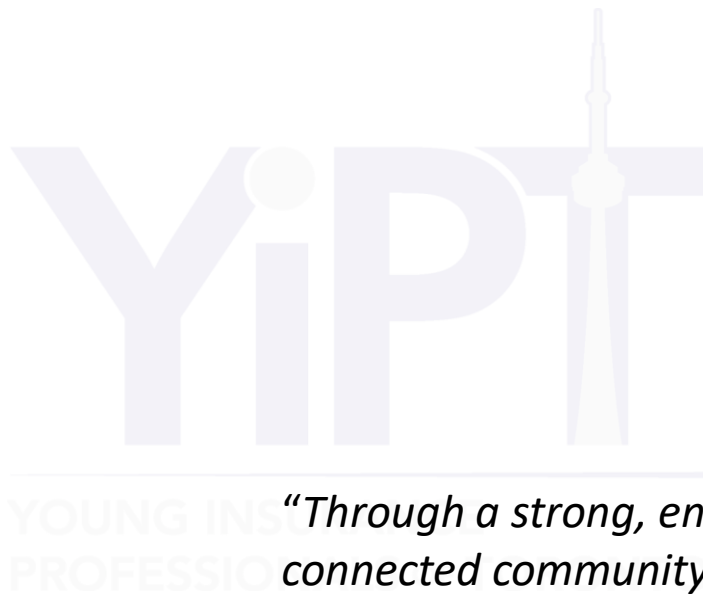
With a growing community, it was again important in 2019 for us to focus on how best to continue adding value for our members. It was with this goal in mind that we focused on community involvement and career development initiatives. We launched our Ambassador Committee to engage more freely with our members away from events, better learn the needs of the community, and to offer those who are considering volunteering with us an initial voice in the room. We also continued to grow and invest in our Mentoring Program and are proud that 2019 saw the largest cohort of mentor/mentee pairings to date.

With value again in mind – our organization made a monumental step forward in June 2019 helping launch The Young Insurance Professionals of Ottawa, or “YIPO”, our first satellite chapter and sister organization. Sharing YIPT’s values and vision, YIPO aspires to be a platform for industry professionals to engage, grow and give back to the Ottawa community. We thank co-founders Andrew de Ruiter and Chris Fawcett for their tremendous work thus far and are thrilled that our shared organizational values will proliferate through YIPO’s members in the nation’s capital.

YIPT and our community has grown exponentially over the past six years, and we are so proud that what began as a small meet-up group has now emerged as Toronto’s primary networking hub for insurance professionals of all career levels, ages and disciplines.

None of this success would be possible without our corporate partners, our dedicated team of volunteers, and – you – our members. We thank you all for your support, and as we head into 2020 truly could not be more excited to have every one of you along for the ride.





*“Through a strong, engaged and connected community, our vision is to continue to grow and evolve as Toronto’s leading networking and career-development hub for insurance professionals.”*

## Section C: Committee Updates

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## Events Committee Report



**Thomas Wright**  
Committee Chair

**“If you always do what you always did, you will always get what you always got” – Alberta Einstein**

This quote served as a guiding light for our events team in 2019, building on our goal to choose quality over quantity. Our 2019 goal was to refine our offerings, provide a high level of quality and avoid falling into complacency. As I reflect on our year, I can confidently say that we achieved these objectives.

### YIPT Events Team



**Yves  
Eleoside**



**William  
Trougakos**

We opted to trim our events down to 6 core events; Ballin' Against Cancer Bocce Ball Tournament; Spring Social; YIPT on a Yacht; YIPT @ the Jays; YIPT Talks; and our Year End Event & Award Ceremony.

The next logical move was to review how these events have played out in the past. We took feedback from our Executive team, our board, our partners, our ambassadors, and you, our members. Each event was modified and improved in its own way, some undergoing major changes. The events that received notable changes to its fundamental components included; our Bocce Tournament, which received a new venue and revised tournament structure to provide more playing time for each team in a more upbeat atmosphere; our Speaker panel event which changed formats to a “TED Talks” style event with a theatre to match; and our Year End Event, which included an open bar, more food options, and better audio/visual components.

In 2020 we will continue to build on our 6 core events. A special thank you to all of you who continue to support our events and our causes; we are dedicated to providing you with events that allow you to grow your network, build your career, and have a great time in the process.



**Xavier  
Burgos**



**Anastasia  
Perevoz**



**Kai-Sze  
Chew**



## Events Committee Report

### Giving Back to Our Community

Fundraising for charity and Toronto's community at large is one of three core pillars at YIPT. We also strive to provide means for our members to participate in community events.

#### YIPT – TIWA Pride Parade Float

In partnership with the Toronto Insurance Women's Association (TIWA) we were proud to participate in the 2019 Toronto Pride Parade.

With our wonderful marchers, the energy was high as we all came together to promote solidarity and inclusion of all persons globally and within the industry!



#### Balling Against Cancer: Indoor Bocce Ball Tournament

March 2019 marked YIPT's fourth annual Ballin' Against Cancer charity bocce ball tournament in which 27 teams competed to take home the Championship title, while raising over \$4,000 for the Canadian Cancer Society – our largest donation yet!



## Member Engagement Committee



**Tisha Hamid**  
Committee Chair

### YIPT Mentorship Program

As young insurance professionals ourselves (the volunteers at YIPT), we understand the potential difficulties individuals new to our industry face.

In 2018 YIPT conceptualized and developed a Mentorship Program to help individuals new to the industry discover and learn more about the industry outside of their immediate professional environment.

In 2019 we were happy to have successfully paired 46 individuals grouped according to their experience and skillsets. In addition to returning Mentors which we feel is a great testimony to what we are offering, we also grew our Mentor list with some well-known seasoned individuals.

Whether individuals are looking to gain a broader understanding of the industry or looking for support to better prepare for the responsibilities of their current role, YIPT was proud to introduce the Mentorship program to help young people navigate our industry.

We are happy to see the growth and continued success and look forward to our 3<sup>rd</sup> year of the program.

### Member Engagement Team



**Kaitlin  
Libett**



**Dharshan  
Sriranjn**

*"I've been very fortunate to have strong mentors during my career that helped my personal and professional development, and guide me in the right direction. YIPT has provided me with the rewarding opportunity to give back to the insurance community by providing the same advice and guidance I received while I was establishing myself in the industry".*

*- YIPT Mentor*

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# Member Engagement Report

## YIPT Ambassador Program

YIPT is proud to be a non-profit initiative dedicated to the betterment of the insurance community and making our industry an even more fun and rewarding industry to be a part of.

We understand the responsibility our organization has to our members and those new to the insurance industry. Our commitment to newcomers to the industry is best exemplified through our Ambassadorship Program.

The program's objective is to provide an outlet for individuals to build their network, increase their industry recognition and standout within their company.

YIPT Ambassador duties include:

**Spreading awareness of YIPT** to new and existing colleagues across the individual's organization (via email, word of mouth and bulletins);

**Generating hype** and sending out calendar invites for YIPT events to their colleagues;

**Offering a voice** within YIPT to their colleagues and peers by serving as a conduit for event and program feedback, and ideas for new YIPT initiatives; and

**Organizing company teams for YIPT events/competitions** (e.g. clothing drives, bocce ball tournament, etc.) and becoming their company contact for everything YIPT.

YIPT needs input and guidance of our members. The Ambassadorship program has provided another opportunity for us to gain feedback and continue to develop as an organization – while at the same time helping to develop the next generation of insurance professionals in our community.

## Member Engagement Report



***Kamran Afshar***  
***Manager, Commercial Lines***  
***Intact Insurance***

### 2019 Young Insurance Professional of the Year Award

In 2019 – we are proud to name *Kamran Afshar* of Intact Insurance as the winner of this year's YIP of the Year Award.

Kamran Afshar was chosen because he has not only demonstrated values in line with those of YIPT, but has exceeded them. His involvement not only has been within his firm and the industry but also his community.

His references authentic perception of career trajectory and involvement, truly speaks to a worthy individual who will continue to serve the industry for many years to come.

Over the past five years, the YIP of the Year Award has gained prominence as a signature recognition presented by YIPT to a rising star within Toronto's insurance community.

Using feedback received from prior years, we revised our selection process in 2018 to increase independence and accountability.

- All nominations are reviewed by our Member Engagement Committee and a short list is established.
- The short list is then reviewed and evaluated by an independent Selection Panel consisting of past year's winners, 2 senior representatives from the industry and 2 YIPT Member Engagement Committee members.
- Each member of the selection panel individually ranks finalists based on a point system. The winner is determined based on the total number of points.

## Media Committee Report



**Andrei Belik**  
Incoming Chair

In 2019 the communications team continued to build on the strong momentum carried over from the year prior.

This included meaningful growth in social media followers on LinkedIn and Twitter and new this year, introduction of the Instagram channel.

### Communications Team



**Anna-Lisa  
Sippola**



**Stephanie  
Wharton**

With a dedicated mailing list of more than 1,350 and a LinkedIn following nearing 2,000 professionals – the communications function has never been as critical.

A big thank you to Anna-Lisa and Stephanie Wharton who each spent time in 2019 Chairing this Committee and making sure that our members stayed timely informed on our upcoming events and initiatives.

An additional thank you to Stephanie who spent a lot of her volunteer time in early 2019 revamping our new-look website. We are forever grateful for her contribution to ensuring that YIPT remained modern in the digital age.



**Jay  
Feniak**



**Courtney  
Aubertin**

As we look towards 2020, the YIPT Media team will be looking at ways that we can further deliver value to our Members, Sponsors and Partners. This includes working closely with our colleagues on the other Committees who rely on us to deliver their message while generated hype for what is to come!

Be sure to follow YIPT on social media because you will be hearing from us soon!



[@YIPToronto](https://twitter.com/YIPToronto)



[Young Insurance Professionals of Toronto](https://www.linkedin.com/company/young-insurance-professionals-of-toronto/)



[yiptoronto](https://www.instagram.com/yiptoronto)



## Finance Committee Report



**Daniel Italiano**  
Committee Chair

Our organization is proud to govern itself responsibly with a team dedicated solely to ensuring that financial and regulatory responsibilities of operating a non-profit are properly adhered to.

We are conscious of the support we receive from our sponsors and strive to make every dollar valuable to our partners, members and YIPT as a growing entity.

Part of being responsible means consistently revising our sponsorship offerings to meet organizational growth plans, while ensuring consistency of quality of our events.

Your feedback is important to us. At the end of each year we conduct a sponsorship satisfaction survey which helps us identify ways that we can continue to improve the sponsor experience.

### Finance and Sponsorship Team



**Trevor  
McIntosh**



**David  
Olevson**

### **FINANCIAL STATEMENT 2019**

#### REVENUE

- SPONSORSHIP INCOME COLLECTED: \$32,100.00
- EVENT INCOME COLLECTED: \$34,725.00
- TOTAL RECEIPTS: \$72,475.00
- CARRY-OVER FROM 2018: \$8,030.32

#### EXPENDITURES

- MISCELLANEOUS RECEIPTS (REFUNDS): \$1,058.55
- TOTAL EVENT EXPENSES: \$63,162.74
- TOTAL MISC EXPENSES: \$3,324.00
- TOTAL DISBURSEMENTS: \$66,487.00

BALANCE REMAINING AT  
YEAR END: \$11,017.91

## Young Insurance Professionals of Ottawa



[@yipottawa](https://twitter.com/yipottawa)



[Young Insurance Professionals of Ottawa](https://www.linkedin.com/company/young-insurance-professionals-of-ottawa)



[@yipottawa](https://www.instagram.com/yipottawa)



Young Insurance Professionals of Ottawa officially launched in July of 2019. This is YiPT's first expansion outside of Toronto.

YiPT's executive team had partnered with two great individuals, Andrew and Chris, who had co-founded and successfully organized the Ottawa chapter. Together with their team they have demonstrated that there is demand for an organization like YiPT in Ottawa and they continue to represent the core values of YiPT in Ottawa.

In 2019 YiPO held two sold out events. Their Launch Party at Moscow Tea Room was held in July with over 100 people in attendance. The second event was a RedBlacks Game Night with over 130 tickets sold.

YiPO's mailing list has grown to 237 active contacts while followers on Instagram has grown to 117 and over 380 followers on LinkedIn. We will continue to use social media as means to communicate and interact with our members while also posting and sharing content that provides visibility to our sponsors and their followers.

In 2020 YiPO will work to bring value to members and sponsors while continuing to grow membership by hosting events in Ottawa that follow the YiPT core values. These include:

- Axe of Kindness (Charity Event)
- Summer Networking Event
- RedBlacks Game Night
- Educational Seminar
- Year-End Celebration.

With plans to continue to grow and expand what YiPO offers within Ottawa we can expect to see many more great things to come from the Ottawa Chapter.

**On behalf of the YIPT executive team  
we thank you all and look forward to  
making more memories in 2020!**





