

Why your support matters

NIBA means different things to different brokers. For business owners and Principals, our representation work protects your interests – and those of your clients – so you can focus on your business. We deliver leads through the Need a Broker service and take every opportunity to highlight the broker value proposition to relevant audiences.

For new entrants, our qualifications give you a great grounding in broking and help enhance your professionalism. Our acclaimed mentoring program has helped hundreds of young professionals to overcome challenges and achieve career goals; while our seminars and social events assist brokers of all ages and levels of experience in building networks that will last throughout their careers.

In short, we provide value for every broker and your membership fee goes a long way to helping us continue our work in these important areas. In the last year, you have helped us achieve a number of significant outcomes – which in turn are beneficial to NIBA members everywhere.

Thanks for your on-going support. It is always appreciated.

NIBA's key achievements 2014/2015

- Completion of major submissions on the Parliamentary Joint Committee report on professionalism in the financial services industry; the SA State Tax Review; and retail life insurance.
- NIBA CEO Dallas Booth part of the industry roundtable group to discuss professionalism in financial services, convened by Assistant Treasurer Josh Frydenberg MP.
- Successful staging of NIBA mentoring program in all NIBA regions.

- Dallas Booth also represented the interests of brokers as part of a Reference Panel advising the Northern Australia Insurance Premiums Taskforce.
- Completion of exhaustive review and redevelopment of NIBA College qualifications, with updated courses set to be released early in 2016.
- Complete functionality overhaul and redesign of Need a Broker website, including mobile optimisation, making it a source of information on the broker value proposition and social media support.
- NIBA Young Professionals in NSW delivering a careers in insurance panel session to high-achieving students at the University of Technology Sydney.
- Complete overhaul of insuranceandrisk.com.au website – including optimising for mobile.
- Redesign of multi-award winning *Insurance & Risk Professional* magazine.
- Creation of a digital version of NIBA *Gazette*, based on reader feedback.
- Initial research carried out with ANZIIF and the Insurance Council of Australia on national careers in insurance campaign.
- Creation of a series of animated explainer videos outlining the value of brokers to SME business owners.
- Record levels of applications for our annual NIBA College scholarships.
- Introduction of wide range of new CPD courses to provide meaningful learning opportunities to brokers of all levels of experience.
- Acclaimed Vero-NIBA Presentation Skills Program running in Sydney and, for the first time, Melbourne.
- Record levels of nominations for the Broker and Young Professional Broker of the Year Awards.

“My message to brokers is this: NIBA is representing you, your business and your interests every day. It deserves the support of every broker in Australia.”

Graham Stevens, NIBA President 2015-2016

The NIBA year in numbers

2176

average monthly calls to the Need a Broker hotline

51

new Qualified Practising Insurance Brokers (QPIBs)

2458

online CPD courses were completed with NIBA College

7810

average monthly searches made via the Need a Broker website

1405

followers of the @NIBA_Australia Twitter account

3949

attendees at NIBA Christmas or gala events across Australia

876

brokers completed their Insurance Brokers Code of Practice online training

1992

followers of the NIBA LinkedIn company page

270

participants in the NIBA mentoring program

956

followers of the NIBA Facebook page

85,910

searches carried out by users on the Need a Broker website

1021

insurance professionals attended a NIBA seminar

7349

views of our new series of our consumer-facing animated explainer videos

307,040

page views on the revamped IRP website

2838

brokers attended the NIBA Underwriting Expo series

650

attendees at the NIBA NSW YP Christmas Party – our biggest social event of 2014

4762

visits to the NIBA blog

427

brokers completed their Diploma, Advanced Diploma or Graduate Diploma through NIBA College

Stats accurate as of 1 October 2015. NIBA financial year runs from 1 November – 31 October

“Once again the support of our members has allowed NIBA to deliver tangible successes and benefits to our members across all our core areas of operation.”

Dallas Booth, Chief Executive Officer, NIBA

For more information visit niba.com.au