

# Continuing Professional Development Certificate

## What next in broking?

**Date:** Wednesday 7 November 2018

**Time:** 1.15pm - 2.00pm

**Speaker:** Steve Hearn, Group CEO, Ed Broking

In this IIL lecture Steve Hearn, CEO, Ed Broking, discussed what the future looks like for brokers within our changing world.

The landscape for insurance broking is changing. The world is getting smaller and London is no longer the centre of the (insurance) universe. Whilst many are claiming technology sounds the death-nell for insurance brokers, Steve discussed why he thinks it could spell the start of a new era for brokers – if they adapt to the new world within which they are working.

By the end of this lecture members would have gained an insight into:

- The challenges the broking industry are facing
- The opportunities the broking industry has to embrace
- What the broker of tomorrow looks like



This lecture or podcast can be included as part of your CPD requirement should you consider it relevant to your professional development needs. It is recommended that you keep any evidence of the CPD activity you have completed and upload copies to the recording tool as the CII may ask to see this if your record is selected for review.