2017 Global Conference
24-26 October 2017
Shangri-La Hotel, Sydney, Australia

## Think Differently

Monday, 23 October 2017

| Time | Title | Location/Notes |
| :--- | :--- | :--- |
| 5:00 p.m. - | Optional Reception: GSA Office at The Old Presbytery | 137 Harrington Street |
| 7:00 p.m. | Registered participants please proceed directly to the GSA <br> office located 2 blocks from the hotel. |  |

Tuesday, 24 October 2017

| Time | Title | Location/Notes |
| :--- | :--- | :--- |
| 8:00 a.m. | Board Meeting | Essex II |
| 12:00 p.m. | Optional: Luxury Yacht Tour of Sydney Harbour |  |
| Registered participants meet in the lobby of the hotel at 12 p.m. <br> to depart for the yacht. |  |  |
| 6:30 p.m. | Opening Reception | Upper Ballroom Lobby <br> (Take the lift to LG level or <br> take the staircase from <br> Lobby Level) |
| 7:30 p.m. | Opening Dinner | Grand Ballroom II <br> (Level B) |
| Evening | Hospitality | Heritage Courtyard <br> (Lobby Level) |

Wednesday, 25 October 2017

| Time | Title | Location/Notes |
| :--- | :--- | :--- |
| 8:00 a.m. | Spouse Breakfast | Essex II (Level 3) |
| 8:00 a.m. | Group Breakfast | Altitude Restaurant <br> (Level 36) |
| 8:45 a.m. | Welcome to Australia / GSA Overview | Grand Ballroom <br> (Level B) |
|  | Emcee: | Jimmy Smith <br> Glenroy Media \& Productions |
| Host Partner: | Paul Hines <br> CEO <br> GSA Insurance Brokers |  |


| 9:00 a.m. | Spouse/Guest Tour: Toronga Zoo \& Afternoon Tea |  |
| :---: | :---: | :---: |
| 9:15 a.m. | Keynote Address - Leadership, Resilience \& Change <br> Major Matina Jewell (Retired) CSP <br> Celebrity Speakers (www.celebrityspeakers.com.au) <br> Sponsored by QBE | Grand Ballroom (Level B) |
| 10:15 a.m. | Break |  |
| 10:45 a.m. | Think Differently about Social Entrepreneurship <br> Margo Ward <br> Founder, Executive Director \& CEO <br> KidsXpress | Grand Ballroom (Level B) |
| 11:30 a.m. | Creation of the BridgeClimb Dream, an Entrepreneur's Journey to Success <br> Paul Cave <br> Founder \& Chairman <br> BridgeClimb | Grand Ballroom (Level B) |
| 12:15 p.m. | Group Lunch | Altitude Restaurant (Level 36) |
| 1:15 p.m. | SCALE - Terrorism Risk Management Assessment Tool <br> Andrew Tatrai <br> Founding Director \& Principal <br> Australian Concert \& Entertainment Security Group <br> Aaron Tran <br> Founder <br> SCALE | Grand Ballroom (Level B) |
| 1:40 p.m. | Innovative Ideas from Partners <br> Chris Duble <br> CEO <br> Fred C. Church, Inc. <br> Ron Wanglin <br> Chairman <br> Bolton \& Company <br> Partner-Only Session | Grand Ballroom (Level B) |


| 2:00 p.m. | New Partner Profiles - AEGIS \& Sanyuu <br> Hien Quang Au <br> General Manager <br> AEGIS Co., Ltd. <br> Fabio Franchini <br> CEO <br> Sanyuu <br> Partner-Only Session | Grand Ballroom <br> (Level B) |
| :--- | :--- | :--- |
| 2:20 p.m. | Thinking Differently about Revenue Growth - <br> a Partner Case Study | Paul Hines <br> CEO <br> GSA Insurance Brokers <br> Craig McKell <br> Managing Director <br> RPM Group International <br> Nicole Mellick <br> Director, Business Development \& Retention <br> GSA Insurance Brokers |
| Partner-Only Session | (Level B) |  |

Thursday, 26 October 2017

| Time | Title | Location/Notes |
| :--- | :--- | :--- |
| 6:00 a.m. - <br> 8:00 a.m. | Breakfast Available | Altitude Restaurant <br> (Level 36) |
| Starting at <br> $\mathbf{7 : 3 0}$ a.m. | Think Differently about Trust and Risk and Partnership - <br> Sydney BridgeClimb <br> In teams, we will make an express trip through the heart of the Bridge, <br> and burst through to the summit from below. The round trip of 1,002 <br> steps takes 2.25 hours and is "ideal for independently-minded folk" <br> (http://www.bridgeclimb.com/climbs/the-express-Climb/). |  |
| Those who have registered for the BridgeClimb will be assigned to a <br> team and will be notified as to the time at which you are to report to <br> the hotel lobby to walk to BridgeClimb headquarters. |  |  |
| $\mathbf{1 1 : 0 0}$ a.m. - | Lunch Available <br> 12:30 p.m. | Carrier CEO Panel - Thinking Differently about Distribution <br> Noel Condon <br> CEO <br> AlG Australia |
| Raj Nanra <br> CEO, General Insurance - Australia \& New Zealand <br> Zurich Financial Services Australia | Grand Ballroom <br> (Level B) |  |
| (Level 36) |  |  |


| 3:30 p.m. | Thinking Differently about Network Partnerships <br> Robert Kelly <br> Managing Director \& CEO <br> Steadfast Group | Grand Ballroom <br> (Level B) |
| :--- | :--- | :--- |
| 4:15 p.m. | Innovative Ideas from Partners <br> Bob Klonk <br> CEO <br> Oswald Companies <br> Enrico Guarnerio <br> President \& CEO <br> Strategica Group Srl <br> Nicole Mellick <br> Director, Business Development <br> GSA Insurance Brokers Pty Limited <br> Partner-Only Session | Grand Ballroom <br> (Level B) |
| 4:45 p.m. | Think Differently about Momentum <br> Matt Donnelly <br> Chairman, Assurex Global <br> Managing Director, Griffiths \& Armour <br> Partner-Only Session | Grand Ballroom <br> $($ Level B) |
| 6:30 p.m. | Adjourn <br> Closing Event on "The Island" in Sydney Harbour <br> Please meet in the hotel lobby at 6:30 p.m. for a short walk to |  |
| the private water taxis. |  |  |

