

# ICABI

**I**NTERNATIONAL **C**ONFERENCE OF **A**GENTS AND **B**ROKERS IN THE **I**NSURANCE SECTOR

23<sup>rd</sup> and 24<sup>th</sup> September 2014, Maribor, Slovenia (Habakuk hotel)



ORGANISED BY THE  INSTITUTE OF INSURANCE MARIBOR  
WITH PARTNERS



HRVATSKO  
KOMUNIKOLOŠKO  
DRUŠTVO



The first international conference of insurance agents, brokers and other professionals in the insurance sector provides an opportunity to meet and exchange ideas to all who are interested in the safety of property and persons as well as financial investments of individuals and companies, and who would like to learn more about the future delivery of insurance services in the framework of the new EU Directives.

The invitees to the conference include insurance agents and brokers, and representatives of insurance companies, banks and other institutions that deal, directly or indirectly, with insurance.

## Organizing Committee:

Dragica Korenjak, BSc. manag., Head of the Insurance Institute in Maribor

Prof. emeritus dr. sc. Šime Ivanjko, expert consultant of the Insurance Institute in Maribor

Prof. dr. Ludvik Toplak, the president of the higher-education institution Alma Mater Europaea ECM

Nikola Milijević, BSc. ing., media house "Svijet osiguranja" Chief Editor

## Why would the conference be interesting for you?

1. You will familiarise yourself with the upcoming changes regarding insurance service activities in EU Member States.
2. At the conference, you will be able to establish new business contacts with representatives from a large number of countries.
3. A round table discussion will be organised where several renowned experts will share their knowledge and experience with you.
4. This will be the perfect opportunity for networking and establishing new business contacts.
5. As a participant of the conference, you will have the possibility of communicating with everyone from the list of participants attending the conference.
6. The media coverage of the event will have a positive impact on your business contacts.
7. You will have the opportunity to present your business, and establish new business and sales contacts.
8. You will have the possibility to present your company at a special round table by prior arrangement.
9. You will receive the speeches of lecturers in written or electronic form.
10. You will familiarise yourself with the state of play and ways of doing business, as well as the regulatory framework of insurance service activities in the countries of former Yugoslavia.
11. You will familiarise yourself with practical work experiences of insurance agents and brokers in other EU Member States.
12. You will have access to offers by software designers that cater for the needs of agents, brokers and insurance companies.

## Lecturers

**Sergej Simoniti**, director of the Insurance Supervision Agency (Slovenia)

**Prof. emeritus dr. sc. Šime Ivanjko** (Slovenia), Regulations on insurance brokerage and representation in the countries of former Yugoslavia.

**Prof. dr. Ludvik Toplak** (Slovenia), Higher education for the needs of insurance

**Dr. Helmut Tenschert** (Austria), The work of an insurance broker (emphasising practice in Austria)

**Prof. dr. sc. Marijan Ćurković** (Croatian), Education of insurance brokers and agents

**Vladimir Djordjević, BSc. ing** (Serbia), A short review of the insurance sector in the Republic of Serbia regarding the position and problems of the activities of insurance brokers and agents.

**Laurent Chencinski, hec.** (France), Performing insurance brokerage and representation in an international environment

**Nikola Milijević, BSc. ing.** (Croatia), Insurance culture and media

**Sabrija Imamović** (Serbija) Current problems of representation and mediation in the Republic of Serbia and Macedonia.

**Dragica Korenjak, BSc. manag.** (Slovenia), The future of an insurance agent and broker in the EU and on the markets of Southeast Europe.

**Smiljan Mori, LLB.** (Slovenia), **Million Dollar Round Table (MDRT)** - The oldest insurance agents association for life assurance around the world.

And other lecturers from the countries of former Yugoslavia, lecturing on practical problem in the insurance business in their countries.

**The organiser reserves the right to minor changes in the programme**

For any further questions and information please contact us at:  
[institut@zavarovanje-osiguranje.eu](mailto:institut@zavarovanje-osiguranje.eu) or +386 (0)2 421 38 53.

More information about the conference is available at [www.icabi.eu](http://www.icabi.eu).

The registration fee is **230 EUR**.

We would kindly ask you to transfer, by **15<sup>th</sup> September 2014**, the registration fee to our business account:

**SI56 9067 2000 0830 866, BIC PBSLSI22**, at PBS d. d., with the note »for ICABI« (the organiser is not registered for VAT).

Upon receipt of the fee, an invoice will be issued to your address.

You can register by filling out the provided application or the electronic application at <http://www.icabi.eu/prijavnica>.

Deadline for application: 10. September 2014.

You can book accommodation at: <http://www.icabi.eu/rezervacija-hotelske-sobe> or visit the webpage <http://www.hotel.si/Search.aspx?city=148&AspxAutoDetectCookieSupport=1> and choose your own hotel.