

## Entry Guide

Website: [insuranceinsiderus.com/honors](https://insuranceinsiderus.com/honors)

Awards entry portal: [insuranceinsiderushonors.awardsplatform.com](https://insuranceinsiderushonors.awardsplatform.com)

### Key dates

Entries close – **May 31**

Shortlist announcement – **July 18**

Honors Event at [583 Park Avenue](#) New York City – **September 19**

### Why should I enter the awards?

- The most important and widely recognized benchmark for insurance excellence
- Your products and services will be reviewed by our panel of industry leading experts
- Celebrate your team and their success in the sector
- Benchmark your work against the best in the business

### Who should enter?

- Insurance and reinsurance
- Brokers and underwriters / carriers
- Claims teams and service providers
- MGAs, E&S and program partners
- Advisory, analytics, ratings, legal services and consultation providers
- Transactions and deals
- Projects and products

### New for 2024

- Actuarial Service Provider of the Year
- E&S Underwriting Team of the Year
- Program Partnership of the Year
- Campaign of the Year

### How do I take part?

- Click on the entry portal link above
- Complete your registration details
- Select your categories – you can enter as many categories as you like
- Complete the entry forms online – only online entries submitted using the portal will be accepted
- Use the upload function to provide evidence to support your entry – use a simple referencing system
- Click 'submit'
- You can edit your submission up until the deadline date
- There is no fee or cost for participation



**Insurance Insider US Honors are the essential benchmarking and recognition program for the Insurance market.**

Evolved from the Reactions Awards we reflect and celebrate US market success stories, winning projects and the best people.

We have listened to your feedback we have updated our categories, criteria and judging to reflect the contemporary industry in which you work.

## Categories

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| 1. (Re)Insurance CEO of the Year                               | 16. InsurTech Product of the Year                        |
| 2. (Re)Insurer of the Year                                     | 17. Legal Services Provider of the Year                  |
| 3. Actuarial Service Provider of the Year – <b>new in 2024</b> | 18. Lifetime Achievement                                 |
| 4. Broking Rising Star of the Year                             | 19. M&A Transaction of the Year                          |
| 5. Campaign of the Year – <b>new in 2024</b>                   | 20. MGA/MGU of the Year                                  |
| 6. Casualty Underwriting Team of the Year                      | 21. Program Partnership of the Year – <b>new in 2024</b> |
| 7. Claims Rising Star of the Year                              | 22. Property Catastrophe Underwriting Team of the Year   |
| 8. Distribution Innovation of the Year                         | 23. Rating Agency of the Year                            |
| 9. Diversity & Inclusion Award                                 | 24. Reinsurance Broker of the Year                       |
| 10. E&S Underwriting Team of the Year – <b>new in 2024</b>     | 25. Retail Broker of the Year                            |
| 11. Employer of the Year                                       | 26. Risk Modeling Firm of the Year                       |
| 12. ESG Initiative of the Year                                 | 27. Underwriting Innovation of the Year                  |
| 13. Financial Advisory Firm of the Year                        | 28. Underwriting Rising Star of the Year                 |
| 14. Fronting Carrier Team of the Year                          | 29. Wholesale Broking Team of the Year                   |
| 15. Insurance Asset Management Firm of the Year                | 30. Women in Insurance Award                             |

## Eligibility

- Entries will be accepted from any entity working in the insurance sector in the USA, Canada & Bermuda
- Projects, transactions, and initiatives must relate to achievements from January 2023 until June 2024, unless otherwise stated in the category criteria. All evidence supplied must take this into consideration

## Criteria

### Entry form questions

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| <ol style="list-style-type: none"> <li>1. Name</li> <li>2. Job title</li> <li>3. Organization</li> <li>4. Organization(s) under consideration</li> <li>5. Email</li> <li>6. Phone number</li> <li>7. Location</li> <li>8. Address</li> <li>9. Phone number</li> <li>10. Other key contacts</li> </ol> | <ul style="list-style-type: none"> <li>• <b>Context</b> – The setting in which the project, business, person or product exists. A brief description of your challenges and opportunities – 200 words</li> <li>• <b>Strategy</b> – What was the approach? Describe the goals and how you wanted to achieve them – 200 words</li> <li>• <b>Innovation</b> – Provide a description of new ideas, methods, technologies or initiatives that were employed to reach that goal – 200 words</li> <li>• <b>Growth</b> – How did you fair against your metrics, what were the results of the project whether they be financial or in other measurable terms? – 200 words</li> <li>• <b>Service</b> – A description of the reaction to your achievements, whether they be customers, stakeholders or colleagues. Providing feedback or testimonial evidence will be useful – 200 words</li> <li>• <b>Reason for winning</b> – Your opportunity to tell our judges why you should win in your own words – 500 words</li> </ul> |
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## Categories

### (Re)Insurer of the Year

This award recognizes the work of a single (re)insurer that writes business across the Americas, whether based nationally or abroad, that excelled in the past year. Entrants will demonstrate this excellence in a number of ways, including excellence in client service, positive underwriting results and improved performance and business growth, with clear evidence of how the insurer achieved this success. Candidates will be (re)insurers that have provided an outstanding service to the P&C market in the past year.

The winner will be a company that has demonstrated an ongoing commitment to the sector through consistent high-quality management and entrepreneurialism coupled with outstanding underwriting performance.

### Online entry questions:

- **Context:** Describe the background on the company. Who you are, what your scope and goals are?
- **Strategy:** Describe the strategy that was put into place and how it supported clients in the last year. What contributing factors have led to this nomination?
- **Innovation:** In what ways has your service been innovative or and demonstrating entrepreneurship?
- **Growth:** Detail the financial results for the past three years.
- **Service:** How have your services differentiated itself and improved client service and retention?
- **Reason for Winning:** Explain in 500 words or less why the key feature(s) and reason(s) for this nomination to be selected for the (Re)Insurer of the Year.

**(Re)Insurance CEO of the Year**

The winner of this category will be a longstanding leader of a major North American (re)insurer that has demonstrated success over many years. Previous winners of this title include Mark Cloutier, Kevin O'Donnell and Pat Ryan.

Entries are not accepted for this award, the winner is decided by the *Insurance Insider US* editorial team.

**Actuarial Service Provider of the Year – new in 2024**

This award recognizes valuable and actionable data provided in the past year. Judges will be looking for distinct advantages as a direct result of the insight provided. Special projects may be used as evidence to support your entry.

The winner will be a firm that demonstrates they consistently provide insight, data and analytics of value.

***Online entry questions:***

- Context: Describe the range of analytics and insight you provide to the market.
- Strategy: Describe the strategy that was put into place and how it was realised and one highlight of the type of actionable, proprietary analytics provided to clients.
- Innovation: In what ways has your service been innovative or provided an innovative approach to the data analytics of the market.
- Growth: Detail how this data assists clients in helping to craft new or improved solutions.
- Service: How have your services improved client service and retention through the strategy from last year?
- Reason for Winning: Explain in 500 words or less why the key feature(s) and reason(s) for this nomination to be selected for the Actuarial Service Provider of the Year.

**Broking Rising Star of the Year**

Candidates will be an individual, aged 35 or under on 31 December 2023, and working in the broking sector. The nominee will not be a senior manager even if under that age.

The winner will have already made a significant contribution to the industry, clearly demonstrating a solid input into the future development of (re)insurance distribution. Candidates' entries must be supported by their department manager.

***Online entry questions:***

- Context: Provide background on the nominee; including their name, date of birth, and position.
- Strategy: Describe how the nominee has contributed to the broking industry and its future development.
- Innovation: Describe how the nominee has demonstrated drive and innovation in the broking sphere.
- Growth: Provide a supporting statement from the nominee's manager.
- Service: Provide any contributing factors that should be considered (such as external referees)
- Reason for Winning: Explain in 500 words or less why the key feature(s) and reason(s) for this nomination to be selected for the Broking Rising Star of the Year.

### **Campaign of the Year – new in 2024**

This award recognizes the vital importance of marketing, comms and PR to our industry this award aims to highlight fantastic campaigns and communications initiatives. Winners will be a combination of the agency or team alongside the brand or product. Judges will be looking for qualitative evidence such as coverage, impact and recognition as well as quantitative examples like conversations, leads, feedback and statistics on the campaign's success.

Campaigns that could be considered include product launches, rebranding, M&A, ESG initiatives, customer success stories or any other. Any part of the insurance ecosystem could be considered whether in broking, underwriting or claims; but also providers of solutions for example, tech or analytics.

We encourage in-house comms teams and/or agencies to put in joint entries with their stakeholders.

#### *Online entry questions*

- Context: Describe the make-up of the team nominated and the vision for the campaign.
- Strategy: Describe the strategy that was put into place and how it was realised.
- Innovation: In what ways has the campaign has been innovative, or different from the norm?
- Growth: How has this campaign added to the success of the product or organization?
- Service: How has the campaign been received? What affect has this campaign had on the optics, impact, success of the product, company, team or individual?
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected for Campaign of the Year.

### **Casualty Underwriting Team of the Year**

This award recognizes the work of a casualty team, that excelled in the past year. Entrants demonstrated this excellence in a number of ways, including a firm's comparative casualty losses to other reinsurers, improvements in underwriting, diversified business growth, and client service, among other factors.

The winner will be a casualty team that has demonstrated an ongoing commitment to the sector through consistent high-quality management and entrepreneurialism coupled with outstanding underwriting performance.

#### *Online entry questions:*

- Context: Describe the company and/or team involved.
- Strategy: Describe the strategy that was put into place and how it supported clients in the last year. What contributing factors have led to this nomination?
- Innovation: In what ways has the company and/or team been innovating and demonstrating success?
- Growth: Detail the improvement in financial results over the past several years.
- Service: How has the team leadership differentiated itself?
- Reason for Winning: Explain in 500 words or less why the key feature(s) and reason(s) for this nomination to be selected for the Casualty Underwriting Team of the Year.

### **Claims Rising Star of the Year**

Candidates will be individuals working in the P&C sector, employed in the claims departments of intermediaries or carriers, aged 35 or under on 31 December 2023.

The winner of this category will have already made a significant contribution to the industry for the improvement in the speed and quality of claims service and the enhancement of the reputation of the sector as a whole. The successful candidate will clearly demonstrate drive, innovation and evidence of their positive input into the future development of (re)insurance claims management. Candidates' entries must be supported by their departmental manager.

#### *Online entry questions:*

- Context: Provide background on the nominee; including their name, date of birth, and position.
- Strategy: Describe how the nominee has contributed to the claims industry and its future development.
- Innovation: Describe how the nominee has demonstrated drive and innovation in the claims sphere.
- Growth: Provide a supporting statement from the nominee's manager.
- Service: Provide any contributing factors that should be considered (such as external referees)
- Reason for Winning: Explain in 500 words or less why the key feature(s) and reason(s) for this nomination to be selected for the Claims Rising Star of the Year.

### **Distribution Innovation of the Year**

The award recognizes a broking innovation of the last two years that has either broken boundaries in terms of its originality and success in increasing the size and scope of the market or brought insurance solutions to satisfy emerging customer demand. Perhaps the initiative has challenged a cosy market Context or has pushed the limits of insurability, using new thinking to solve old and intractable problems?

The winner will be an attractively designed, well-marketed and successfully executed initiative. Judges will be particularly looking for evidence of successful take-up from the winning entry. Entrants will be (re)insurance broking teams and/or their managers.

#### *Online entry questions:*

- Context: Describe the make up of the team and/or individual nominated and what problem(s) were being addressed.
- Strategy: Describe the strategy that was put into place and how it was realised.
- Innovation: In what ways has the initiative been innovative?
- Growth: How has this initiative's success added to the success of the company?
- Service: How has the initiative been received? What affect has this initiative had on the optics of the company / team / individual?
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected for the Distribution Innovation of the Year.



### **Diversity & Inclusion Award**

This award is open to all insurance and reinsurance intermediaries, risk carriers, agents and investors working in the P&C (re)insurance markets, as well as the trade bodies, organizations, associations and clubs that serve them. The focus should be on programs, events and other activities designed to promote and further inclusion and diversity. This category shall include but not be limited to actively improving the opportunities and advancement of inclusivity and socio-economic diversity of the (re)insurance market carried out in the year to 1 April 2024.

Judges will be particularly interested in proof of the efficacy of the initiative(s), the wider positive impact across the marketplace as well as the level of innovation, creativity and originality of entries. Winners will be Programs, initiatives with real on-going results which speak to colleagues and customers across a spectrum of underrepresented characteristics in the insurance market.

#### *Online entry questions:*

- Context: Describe the background to and what prompted the initiative/Program being put forward.
- Strategy: Describe the initiative/Program and contributing factors for this nomination.
- Innovation: Describe how this initiative/Program has addressed the underlying concern in an innovative fashion.
- Growth: Provide measurable evidence of success of this initiative/Program, which are supported by testimonials and qualitative endorsements of progress.
- Service: Has this initiative/Program worked outside of the company in the wider market?
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected for the Diversity & Inclusion Award.

### **E&S Underwriting Team of the Year**

This award recognizes the work of a single team that excelled in the past year. Entrants will have demonstrated this excellence in a number of ways, including specialty-needs client service, securing reinsurance coverage for specialty needs, solid underwriting results and improved performance/business growth, with clear evidence of how the reinsurer achieved this success.

The winner will be a specialty (re)insurer that has demonstrated an ongoing commitment to client service in crafting coverage and servicing claims, balanced with outstanding underwriting performance.

#### *Online entry questions:*

- Context: Describe the company and/or team involved.
- Strategy: Describe the strategy that was put into place and how it supported clients specialty insurance needs in the last year. What contributing factors have led to this nomination?
- Innovation: In what ways has the company and/or team been innovating and demonstrating success?
- Growth: Detail the improvement in financial results over the past several years.
- Service: How has the team leadership differentiated itself?
- Reason for Winning: Explain in 500 words or less why the key feature(s) and reason(s) for this nomination to be selected for the E&S Underwriting Team of the Year.

## Employer of the Year

In a post-pandemic world colleagues and companies have fast evolving expectations on work-life balance. More than ever before business needs to progress ideas about where and when people work. A trend which has in the past two been accelerated but has been a consideration for employers and their workers alike for some-time.

The Employer of the Year will need to demonstrate a wide range of capabilities for a genuinely satisfied workforce to ensure they recruit and retain the best.

- Great employers will have regular and comprehensive communication with their workforce to measure and monitor the mood of their teams.
- A cultural strategy which encompasses inclusion, well-being, occupational health and freedom to speak up
- Specific considerations are needed to ensure that, maternity, paternity, childcare, and homelife are managed alongside the pressures of work.
- Employers must innovate to ensure their intake is more representative of the society they serve through training Programs, outreach to educational establishments and HR policies that ensure fair recruitment
- Benefits and remuneration are key to equality and retention through Programs which reduce the gender pay-gap for example
- Equal opportunities for progression and promotion through learning, training and education initiatives

### *Online entry questions:*

- Context: Describe the initiative that stands out for this award and what prompted the initiative being put forward.
- Strategy: Describe how the company ensures retention of existing colleagues and/or has enhanced the recruitment practice.
- Innovation: Describe how this initiative has addressed the underlying concern(s) in an innovative fashion, as well indicate other initiatives that have been use dot ensure you are an employer of choice.
- Growth: Provide testimonial evidence from colleagues on the efficacy of the initiative(s).
- Service: Describe how the company measures staff satisfaction and how this initiative has impacted it.
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Employer of the Year.

## ESG Initiative of the Year

This award recognizes that our market has a part to play in the long-term future of our planet, the success of our businesses and the choices our people make. The winner will be able to demonstrate a program which sits as part of a wider ESG strategy and could include several different elements which could include:

- Investment strategies
- Equal and progressive recruitment practice
- Community outreach and investment
- Supply chain management
- Ethical business practice
- Waste and energy management
- Net zero strategies

Judges are looking for a project program with demonstrable, realised yet ongoing results. Evidence of success will be required, and judges will give special consideration to an initiative which sits within a wide ranging corporate ESG strategy.



*Online entry questions:*

- **Context:** Describe the initiative that stands out for this award and what prompted the initiative being put forward.
- **Strategy:** Describe the scope of this initiative, providing the goals, measures, and strategy for success.
- **Innovation:** Describe how this initiative has addressed the underlying concern(s) in an innovative fashion, as well indicate other initiatives that have been used to ensure you are an employer of choice.
- **Growth:** What other entities have been engaged to realise the success of this initiative? Provide detailed qualitative and quantitative evidence to support the measure and success of this submission.
- **Service:** Describe the wider ESG strategy at the organization and how this influences staff and clientele alike.
- **Reason for Winning:** Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the ESG Initiative of the Year.

## **Financial Advisory Firm of the Year**

This award recognizes the accomplishments of a financial advisory firm that excelled in the past year. Entrants may demonstrate excellence in a number of ways; re/insurance client service levels (including targets reached), expertise in serving the needs of insurance and reinsurance companies and growing and improving its standing in the insurance industry.

Demonstrable evidence of how a firm has aided a re/insurance company in achieving an enviable result during a particularly challenging financial year will be looked upon favorably.

*Online entry questions:*

- **Context:** Describe the company and/or team involved.
- **Strategy:** Describe the strategy that was put into place and how it supported clients in the last year. What contributing factors have led to this nomination? Outline any prescient guidance offered to clients to aid in navigating tumultuous waters during the pandemic and current inflationary and geopolitical pressures.
- **Innovation:** In what ways has the company and/or team been innovating and demonstrating entrepreneurship?
- **Growth:** Detail the financial results for the past three years.
- **Service:** How has the company and/or team leadership differentiated itself?
- **Reason for Winning:** Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Financial Advisory Firm of the Year.

## **Fronting Carrier Team of the Year**

This award recognizes the accomplishments of a fronting carrier team that excelled in the past year. Entrants may demonstrate excellence in a number of ways; service to insurer and cedant partners, lines and sizes that has been written, or how the team controlled the risk that is being retained.

*Online entry questions:*

- **Context:** Describe the team involved.
- **Strategy:** Describe the strategy that was put into place and how it affected the lines and sizes of policies that were written and how the team managed to control the risk that was being retained.
- **Innovation:** In what ways has the company and/or team been innovating and demonstrating entrepreneurship?

- Growth: Detail the financial results for the past three years.
- Service: How has the company and/or team leadership differentiated itself?
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Fronting Carrier Team of the Year.

## **Insurance Asset Management Firm of the Year**

This award recognizes the work of an insurance asset management firm that performed especially well in the past year. Entrants may demonstrate this excellence in a number of ways, including the adoption and employment of new strategies, overall investment performance, client-service levels, and how the firm has grown and improved its standing in the re/insurance industry.

Demonstrable evidence of how a firm has significantly improved a client's investment performance will be looked upon favorably.

### *Online entry questions:*

- Context: Describe the company and/or team involved.
- Strategy: Describe the strategy that was put into place and how it aided in navigating tumultuous waters during the current inflationary and geopolitical pressures.
- Innovation: In what ways has the company and/or team been innovating and demonstrating entrepreneurship?
- Growth: Detail the financial results for the past three years.
- Service: How has the company and/or team provided value to clients?
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Insurance Asset Management Firm of the Year.

## **InsurTech Product of the Year**

This award is open to any organization able to demonstrate the successful application of effective new technologies to the (re)insurance market. It is open to insurance industry incumbents as well as pure insurtech businesses. The focus for candidates should be on demonstrating the successful launch of a product or service that transfers and/or distributes (re)insurance risk in more effective, innovative, and revolutionary ways.

Judges will be particularly interested in the level of originality, efficiency and scale of ambition shown by the entry as well as evidence of its acceptance by the investor community and/or successful collaboration with the existing traditional (re)insurance industry. As well as innovation, judges will also be looking for tangible and effective measurement of success within the context of profitable growth.

### *Online entry questions:*

- Context: Provide background on the problem that the product is trying to be a solution for (ie. Claims Solutions, Underwriting, Broker Solutions)
- Strategy: Describe the InsureTech product and how it is addressing the problem it was built to assist with.
- Innovation: Describe how this product is innovative in its offering.
- Growth: Detail how this product solutions is performing in the market with supporting evidence of testimonial(s) or financial performance.
- Service: Provide details on how this product has improved the provision of services within the (re)insurance market.
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Innovative InsureTech Product of the Year.

### **Legal Services Provider of the Year**

This award is open to law firms of all sizes providing legal services and advice to the (re)insurance sector and wider market. The winner will be a law firm driving success through appropriate advice and representation for its clients across the sector. The law firm could be speciality in its practice or have specific practices areas for the sector

Judges will be looking for value for money, demonstrable success from advice, impact cases and testimonial evidence.

#### *Online entry questions:*

- Context: Provide background on the scope of work your firm offers in the insurance sector.
- Strategy: Describe example(s) of casework or advice provided which demonstrates value for your client(s).
- Innovation: In what ways have your firm been developing innovative legal solutions for your client(s).
- Growth: Describe how your services have been adopted by clients and any evidence of growth in the sector
- Service: Provide details on how your representation of clients differentiate form others in the legal sector.
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Legal Services Provider of the Year.

### **Lifetime Achievement Award**

The editorial team have awarded this honour to a person who they believe has distinguished themselves whilst making the highest contribution to the industry over the course of their working life. The winner is an individual working in – or providing services to – the P&C markets through a career that has spanned at least 20 years.

This category is not eligible for entry and will be selected by the *Insurance Insider US* editorial team.

### **M&A Transaction of the Year**

Open to buyers and sellers of risk carriers, (re)insurers and intermediaries as well as their advisers. The prize will be awarded to the merger or acquisition the judges think has made the most economic as well as strategic sense in the past 18 months, producing a value adding proposition for both parties.

As well as the deal economics and rationale, judges will be looking at how cultural issues were dealt with and how well the deal was received by markets and investors, as well as how successfully its execution has progressed post-transaction.

#### *Online entry questions:*

- Context: Provide background and context on the deal.
- Strategy: Describe the details of the transaction and its purpose (including date of completion and parties involved)
- Innovation: Describe the innovation in this transaction (funding / ESG requirements / etc)
- Growth: Detail the considerations of this transaction and any other contributing factors.
- Service: Provide details on how the parties ensured smooth integration and how cultural differences were dealt with.
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the M&A Transaction of the Year.

## **MGA / MGU of the Year**

This category intends to recognize the increasingly important role MGAs are playing in our marketplace as homes for entrepreneurial underwriters looking for independence, and as sources of new and diversifying profit streams for the carriers that back them.

Candidates will be managing general agencies that have provided an outstanding underwriting service to the P&C (re)insurance market in the past year and have brought product innovation to the markets they serve. The winner will be a company or a team which has demonstrated excellent underwriting performance in the past year, coupled with an ability to bring profitable business opportunities to its carrier backers that they would not otherwise have seen.

### *Online entry questions:*

- Context: Provide background on the MGA/MGU.
- Strategy: Describe the manner in which this MGA/MGU adds value to the market.
- Innovation: Describe example(s) of innovation demonstrated by this MGA/MGU.
- Growth: Provide financial evidence of the growth of both the MGA/MGU and the carriers that back it.
- Service: Provide details on how the MGA/MGU provides service to its clients and any other contributing factors.
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the MGA / MGU of the Year.

## **Program Partnership of the Year – new in 2024**

This category recognizes the creative ways in which carriers and MGAs work on specific and specialist lines, producing standout products meeting market demand. The winners of this award will be a partnership entry with a program meeting the demand for a risk to be placed and the innovative methods of product development.

Judges are looking to reward a partnership which has demonstrated excellent performance in the past year, coupled with an ability to bring profitable business opportunities to its backers that they would not otherwise have seen.

### *Online entry questions:*

- Context: Describe the partnership, define the entities and identify the demand and how this arrangement was conceptualized
- Strategy: Describe the strategy that was put into place and how it affected the lines and sizes of policies that were written and how the team managed to control the risk
- Innovation: In what ways has the partnership demonstrated new ways of thinking or applied new ideas to the development of meeting the demand for risk placement
- Growth: Outline the financial performance of the partnership in exact or percentage terms including demand and potential future growth
- Service: How has the partnership delivered for stakeholders?
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Program Partnership of the Year.

### **Property Catastrophe Underwriting Team of the Year**

This award recognizes the work of a property catastrophe team that excelled in the past year. Entrants demonstrated this excellence in a number of ways, including a firm's comparative catastrophe losses to other reinsurers, improvements in underwriting, diversified business growth, and catastrophe response, among other factors.

The winner will be a catastrophe team that has demonstrated an ongoing commitment to the sector through consistent high-quality management and entrepreneurialism coupled with outstanding underwriting performance.

#### *Online entry questions:*

- Context: Describe the company and/or team involved.
- Strategy: Describe the strategy that was put into place and how it supported clients in the last year. What contributing factors have led to this nomination?
- Innovation: In what ways has the company and/or team been innovating and demonstrating success?
- Growth: Detail the improvement in financial results over the past several years.
- Service: How has the team leadership differentiated itself?
- Reason for Winning: Explain in 500 words or less why the key feature(s) and reason(s) for this nomination to be selected for the Property Catastrophe Underwriting Team of the Year.

### **Rating Agency of the Year**

This award recognizes a single rating agency that excelled in the past year. Entrants may demonstrate excellence in a number of ways, including the quality of its market intelligence; the ability to consistently provide fair and accurate assessments; and innovations to the ratings process, among other factors.

Demonstrable evidence of how the agency has provided dependable, original insight to the benefit of the industry will be looked upon favorably.

#### *Online entry questions:*

- Context: Provide background on the company.
- Strategy: Describe the strategy that was put into place that has allowed the company to excel in the determination of financial ratings for clients in the past year.
- Innovation: Describe example(s) of innovation demonstrated by the company in its offerings.
- Growth: Provide financial evidence over the past several years.
- Service: Provide details on how the company provides service to its clients and any other contributing factors.
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Rating Agency of the Year.



### **Reinsurance Broker of the Year**

Open to all regulated reinsurance intermediaries serving the P&C markets. The judges will be looking for a company that can demonstrate continued incremental business expansion and improvement in turnover, margins and profits over the previous 12 months.

Judges will look to see how management and staff have embraced change in the pursuit of these goals as well as improvement in customer service and retention. The judges will also be interested in evidence of progress in the delivery of these and the broker's stated business goals.

#### *Online entry questions:*

- Context: Describe the state of your business and the projected growth desired by the company.
- Strategy: Describe the strategy that was put into place and how it was realised.
- Innovation: In what ways has the broking house been innovative and/or impactful in the past year.
- Growth: Detail the contributing factors that led to enhanced growth (projects) and what said growth was.
- Service: How has the broking house improved client service and retention through the strategy from last year?
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as Reinsurance Broker of the Year.

### **Retail Broker of the Year**

Open to all regulated retail insurance intermediaries serving the P&C markets. The judges will be looking for a company that can demonstrate continued incremental business expansion and improvement in turnover, margins and profits over the previous 12 months.

Judges will look to see how management and staff have embraced change in the pursuit of these goals as well as improvement in customer service and retention. The judges will also be interested in evidence of progress in the delivery of these and the broker's stated business goals.

#### *Online entry questions:*

- Context: Describe the state of your business and the projected growth desired by the company.
- Strategy: Describe the strategy that was put into place and how it was realised.
- Innovation: In what ways has the broking house been innovative and/or impactful in the past year.
- Growth: Detail the contributing factors that led to enhanced growth (projects) and what said growth was.
- Service: How has the broking house improved client service and retention through the strategy from last year?
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as Retail Broker of the Year.

### **Risk Modeling Firm of the Year**

This award recognizes the work of a catastrophe risk-modelling firm that excelled in the past year. Entrants may demonstrate this excellence in a number of ways, including precision/accuracy of the models developed, client service levels, and/or successful innovations in the science of cat risk modelling.

Demonstrable evidence of a modeler's response to a major catastrophe and its subsequent service to clients will be considered, with a focus on where the firm has gone above and beyond typical expectations to distinguish itself in this field.

#### *Online entry questions:*

- Context: Describe the company and/or team involved and any event that served as a catalyst for improved modelling and/or service to the (re)insurance industry.
- Strategy: Describe the strategy that was put into place and how it supported clients in the last year. What contributing factors have led to this nomination?
- Innovation: In what ways has the company and/or team been innovating and demonstrating success?
- Growth: Detail the improvement in financial results over the past several years.
- Service: How has the team leadership differentiated itself?
- Reason for Winning: Explain in 500 words or less why the key feature(s) and reason(s) for this nomination to be selected for the Risk Modelling Firm of the Year.

### **Underwriting Innovation of the Year**

This award honours an underwriting initiative or new product launched in the last two years that has either broken boundaries in terms of innovation and increasing the size and scope of the market, has challenged the market Context or has pushed the limit of traditional insurability. Judges may also consider entries from innovative capital structures.

The winner will be an efficiently structured, well priced and successfully executed initiative, with the recipient either the individual(s) or team(s) that designed the product or risk carrying entity or those responsible for backing and spearheading the initiative.

Judges will be particularly looking for evidence of successful take-up and profitable implementation of the initiative.

Candidates will be (re)insurance underwriting teams and/or their managers. Candidates may be working at a (re)insurance risk carrier or at an underwriting agency.

#### *Online entry questions:*

- Context: Describe the team involved in the initiative.
- Strategy: Describe the scope of this initiative, providing the goals, measures, and strategy for success.
- Innovation: Describe how this initiative has addressed the underlying concern(s) in an innovative fashion, as well describe how this initiative has challenged traditional approaches.
- Growth: Provide financial evidence for the success of this initiative.
- Service: Describe the effect this initiative has had on the provision of service to clients and any other contributing factors for its nomination.
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Underwriting Innovation of the Year.

### **Underwriting Rising Star of the Year**

Candidates will be an individual employed as an underwriter, aged 35 or under on 31 December 2023, and working in the P&C sector.

The winner will have already made a significant contribution to the industry and will be on a clear path to an important career in a leadership position. Candidates' entries must be supported by their department manager.

#### *Online entry questions:*

- Context: Provide background on the nominee; including their name, date of birth.
- Strategy: Describe how the nominee has contributed to the underwriting industry and its future development – including demonstrations of technical expertise.
- Innovation: Describe how the nominee has demonstrated drive and innovation in the underwriting sphere.
- Growth: Provide a supporting statement from the nominee's manager.
- Service: Provide any contributing factors that should be considered (such as external referees)
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Underwriting Rising Star of the Year.

### **Wholesale Broker of the Year**

This award recognizes a wholesale insurance broker that excelled in the past year. Entrants should demonstrate excellence in several ways; including the breadth and depth of coverage solutions provided, financial results, client retention levels, business growth and proven ability to provide access to a variety of specialty insurance markets. Demonstrable evidence of the wholesaler's performance in helping clients ensure a variety of hard-to-place risks will be looked upon favorably.

The winner will be a wholesale broker that has demonstrated an ongoing commitment to consistent high-quality management and entrepreneurialism coupled with outstanding financial performance and client service.

#### *Online entry questions:*

- Context: Describe the state of your business and the projected growth desired by the company.
- Strategy: Describe the strategy that was put into place and how it was realised.
- Innovation: In what ways has the broking house been innovative and/or impactful in the past year.
- Growth: Detail the contributing factors that led to enhanced growth (projects) and what said growth was.
- Service: How has the broking house improved client service and retention through the strategy from last year?
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as Wholesale Broker of the Year.

### **Women in Insurance Award**

This award category is designed to celebrate the innovations and developments that the insurance market has been making to grow inclusivity for women at senior levels. It will be awarded to an organisation that has put progress, representation, and inclusion at the heart of its agenda. We are looking for the best initiative(s) with demonstrable contribution to the advancement of women within the industry.

The winner of this award will have developed a range of initiatives which could include career development, gender diversity recruitment campaigns, work-life balance.

Judges will be looking for impact and influence not just on the business, but on the partners and in the wider market.

Winners will be specific initiatives and/or organisations rather than individuals. If there are leading women spearheading initiatives, judges will take this into consideration as an organisational representative.

#### *Online entry questions:*

- Context: Describe the background behind the initiative and why it was put forward.
- Strategy: Describe the scope of this initiative, providing the goals, measures, and strategy for success and how it has championed women in the insurance industry.
- Innovation: Describe how this initiative has addressed the underlying concern(s) in an innovative fashion.
- Growth: Provide evidence, testimonial or financial, that shows the impact that the initiative has had for women in your company.
- Service: Describe how this initiative has worked to influence the wider industry.
- Reason for Winning: Explain in 500 words or less the key feature(s) and reason(s) for this nomination to be selected as the Women in Insurance Award.

Good luck with your entry!

If you need any further assistance with your submission, please contact:

Chris Edwards – [chris.edwards@insuranceinsider.com](mailto:chris.edwards@insuranceinsider.com)

If you would like to book a table or sponsor an awards category, please contact one of our sales team:

Goran Pandzic - [gpandzic@insuranceinsider.com](mailto:gpandzic@insuranceinsider.com)