



COMMUNITY  
BROKER  
NETWORK

# Engagement and Events Update

## 2019 CBN Victorian Community Classic Golf Day

The Annual Victorian Community Classic Golf Day was held on Friday 20 September. With 44 Brokers and Partners taking to the course on a glorious Melbourne day at the picturesque Green Acres Golf Course in Melbourne.

The players were treated to a light lunch before teeing off in a shotgun start at 12 noon and played the full 18 holes finishing around 5pm. During the day we held longest drive, Men; Longest drive, Women and nearest the pin.

### **Our overall winning team on the day were Team 4 who scored 53.65:**

Rowan Mattinson – Brooklyn Underwriting

Damien Hamilton – Coglans Insurance Pty Ltd

Anthony Edmonds – Guest of Coglans Insurance Pty Ltd

Rob Simpson – Global Transport Insurance

### **Narrowly pinching victory from**

Team 3 consisting of:

Gary Seymour – CBN

Richard Crawford – CBN

Andrew Beer – CGU

Andrew Croad – Global Transport  
Insurance

**Nearest the Pin**

Anthony Edmonds - Guest of Coglans  
Insurance Pty Ltd

**Longest Drive – Men**

Dean Farika – Barton Insurance

**Longest Drive – Women**

Kate Stebbings – Allianz Australia



Congratulations to all our winners and thank you to everyone who attended and made our day a success.

We would also like to thank our host,  
Green Acres Golf Club in Kew, our  
partners who supplied gifts and prizes on  
the day in particular CGU and Zurich, your  
support is appreciated.

All money raised on the day and additional  
donations will go to our charity partner,  
Lifeline. Please click [here](#) to donate.



## 2020 CBN Conference

We are pleased to announce that our 2020 Conference will be held in Alice Springs in August 16-19.

Located in the physical centre of Australia, Alice Springs and its surrounds are considered to be the spiritual heart of Australia, with rivers and ranges millions of years old and an ancient Aboriginal culture rich in art and story, we believe it is the perfect destination for our conference.



More information will be coming soon.

## CBN and QBE course wrap up

CBN and QBE recently hosted an exclusive Authorised Representative specific professional development accredited course on the 17th of September at QBE Training rooms at Docklands. This workshop provided the tools, strategies and fundamental skills to help grow our AB's businesses by focusing on the following topics:

- Business Planning and Customer Value Propositions
- Coaching
- Customer Conversations & Negotiations skills
- Insurance Markets



This one-day training course earned all participants 7.5 ANZIIF and 6 NIBA points whilst providing the opportunity to collaborate and share experiences with peers in an informal networking forum.

We hope to roll out this exclusive training event in all states over the coming months. Please keep a look out for your exclusive invitation!

