



## Policyholders, People, Profit.

**Chair: Bob Burley, HTM Insurance Company**

In accordance with the OMIA Bylaws, we hereby notify the OMIA members that the 138<sup>th</sup> Annual Meeting and a Special General Meeting of the Ontario Mutual Insurance Association will be held commencing at 10:30 a.m. or thereafter immediately following the conclusion of the Fire Mutuals' Guarantee Fund Meeting, on Thursday March 26, 2020 in the Osgoode Ballroom of the Sheraton Centre Hotel, 123 Queen Street West, Toronto, Ontario.



While we love to see everyone at the convention, we especially love to see first-time attendees. With OMIA Chair Bob Burley's focus on Policyholders, People and Profit please consider sending at least one person from your mutual who hasn't had the opportunity to experience the full power of the mutual system. We'd love to recognize first-time attendees and continue to build the networks that have made our mutual organization so resilient for so many years... and it's a great investment in your "people."

### The election of a director, to the position of "Director at Large"

The term of John Stirk, who was elected as Director at Large in 2014, expires at this year's Annual General Meeting. Mr. Stirk is eligible to stand for re-election and filed his intention to do so before September 30, 2019 in accordance with the OMIA Bylaw. No other candidates filed an intention to seek election for this position. The OMIA Nominating Committee, having interviewed Mr. Stirk, have recommended him for election for a further 3-year term. This election will come before the Annual Meeting on March 26, 2020.



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Ontario Mutual Insurance Association  
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## Approval of the Bylaw Amendments

To consider and approve the amendment to OMIA's General By-laws passed by the Board of Directors on December 18, 2019, which deletes Article IV section 2 (b) and replaces it with the following:

Membership in the Association as a Subsidiary Associate Member may be granted by the board, upon receipt of a written application, to any company, at least 50% of the voting shares of which are owned by:

- (i) Voting or Associate Members;
- (ii) a company, at least 50% of the voting shares of which are owned by one or more, or any combination of:
  - (A) Voting or Associate Members; or
  - (B) Companies that would otherwise be qualified for membership in the Association as a Subsidiary Associate Member;

At the direction of the board, Subsidiary Associate Members may attend the meetings of the members and may participate in the discussion but shall not have any voting rights.

A consolidated copy of the General By-laws with the amendments shown may be viewed on the OMIA website.

## Other Meetings

Please refer to the following information that describes other meetings and activities that will be held in conjunction with the annual meeting. The audited OMIA financial statement will be provided under separate cover.

- Farm Mutual Re Lunch – Wednesday, March 25, 2020 (11:30 a.m.)
- Farm Mutual Re Annual General Meeting & Information Session – Wednesday, March 25, 2020 (1:00 p.m.)
- Farm Mutual Foundation Report – Wednesday, March 25, 2020 (p.m.)
- Collectivfide Information Session – Wednesday, March 25, 2020 (3:00 p.m.)
- Collectivfide Annual General Meeting – Wednesday, March 25, 2020 (3:30 p.m.) **Shareholders Only**
- Fire Mutuals Guarantee Fund – Thursday, March 26, 2020 (before OMIA's AGM)
- Canadian Association of Mutual Insurance Companies – Friday March 27, 2020 (a.m.)

*(The above organizations will send detailed information to their members)*



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## Registration Desk

The Sheraton Centre Hotel registration desk will **open at 10:00 a.m.** on **Wednesday, March 25** on the concourse level. **Banquet tickets** can be found in your registration package.

To encourage networking and facilitate reservations, banquet seating will be randomly reserved in advance. The only exception to arrangements is that you may arrange for a new director who is attending the convention for the first time to be seated with another one of your delegates. Please indicate that on the registration form.

OMIA has again arranged complimentary internet access in all guest rooms. There is no internet in the meeting rooms.

## Registration Fees

Single - \$541.00\* / Double - \$832.00\* (all meals are included in a Single / Double Registration)  
Additional Meal Tickets: Breakfast - \$64.00 / Lunch - \$63.00 / Banquet - \$143.00

*\*Please note registration fees increase on March 16<sup>th</sup>, 2020.*

## Convention Meals

The Breakfast, Awards Luncheon and Banquet are all included in the registration fee. These functions provide an excellent opportunity to host your MP and MPP and we urge you to do so and let us know who may be attending.

## Awards Luncheon

At this event, we honour a number of individuals and member companies for their service to our industry.

## Hotel Reservation

Reservations can be made by emailing the Hotel Reservation form to the hotel. The convention **room rates** shown on the reservation form will apply three (3) days prior and three (3) days after the convention.

For those arriving Wednesday morning before the room check-in time, luggage storage will be available at the OMIA registration desk (concourse level) or at the hotel room registration desk (main floor).



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## Parking

Sheraton Centre Valet parking is available at a rate of \$50.00 per day plus taxes.

Parking is also available at the Toronto Parking Authority **Toronto City Hall** parking garage. The garage is connected through an underground walkway directly to the Sheraton Centre. The rate is \$26.00/car per day. This rate will cover you from 7:00 a.m. to 7:00 a.m. of the next day.

When entering the car park, get the ticket from the machine at the entrance. When exiting, insert that ticket at any exit gate machine. The machine will calculate the fee and request payment; or if guests prefer, they can present the entry ticket to the attendant and pay there.

## Keynote Address

**Drew Dudley**

*Internationally Acclaimed Leadership  
Speaker & Best-Selling Author*

Called one of the most inspirational TED speakers in the world, Drew Dudley is on a mission to help people discover the leader within. With more than five million views, his TED talk “Everyday Leadership (The Lollipop Moment)” redefined leadership — it’s not a characteristic of an elite few, but one that lives within all of us. Through his high-energy talks, Dudley shares practical and actionable insights on creating cultures of leadership that lead to higher levels of pride, productivity, and happiness. He empowers audiences to believe that they are leaders and gives them the tools needed to make a difference.



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### Non-Delegate Program

#### Mairlyn Smith, Professional Home Economist and Food Writer

Mairlyn Smith is the only professional home economist who is also an alumnus of the Second City Comedy Troupe, making her the *Funniest P.H.Ec. in the World*.

Before jumping into the world of *cooking on TV*, Mairlyn was an actor who appeared in commercials, movies, television and on stage.

A popular MC and keynote speaker, Mairlyn mixes learning with laughter. She's written seven best selling

cookbooks and is currently working on lucky number eight with recipes *that taste too good to be good for you*.

### Thursday Afternoon Information Sessions

Our Thursday afternoon program will include two sets of concurrent educational sessions. Our planned sessions this year will include:

#### ***Marketing the Mutual Secret***

We'll be joined by PMG Intelligence as they share the results of OMIA's consumer research project. Find out how consumers feel about mutual insurance and its core values and how you might leverage this as an individual mutual.

#### ***Underwriting and Market Cycles***

Join Sue Baker as she looks at the basics of underwriting and the difference between the hard and soft market cycles. This is particularly relevant as the industry has moved for the first time in many years from a soft to hard market. This session qualifies as the Underwriting Elective in the Director Certification Program.

#### ***Crisis Communication - What to Say When Things Go Wrong***

We hope it doesn't happen, but if your organization is thrown into a public relations crisis, having a crisis communication plan can make all the difference in climbing out of the wreckage. This session will provide insight from public relations experts on how senior leadership on your board and management team can effectively communicate when a bad situation escalates.



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### ***Data, Data Everywhere***

Insurers are increasingly looking for data to tell them more about their customers and to help them set strategy for the road ahead. But how much data is enough and is it any good? This session will develop practical insights from insurance industry experts who have begun the journey of creating “big data.”

### ***Evaluating InsureTech Opportunities***

The ability to partner with a technology-based company to help with your insurance business is becoming increasingly prevalent, particularly as many tech startups are targeting insurance problems and solutions. This session will touch on how decision makers in the insurance sector can best evaluate InsureTech opportunities.

### ***Cybercrime - The Bad Guys Are Getting Worse***

Cybercrime is increasingly taking on an international flavour and has become a growth industry for a wide range of criminal activities. This session will look at the concerns Canada is facing on a national basis in protecting both the public and private sector from cybercrime.

### **Banquet**

James Cunningham has been successfully entertaining at corporate events across North America for more than a decade. With over two and a half hours of clean material under his comedy belt, he has the unique ability to entertain ANY audience. In addition to his regular material, Cunningham always finds time to incorporate customized material specific to a company’s corporate culture. A constantly growing list of corporate clients is a true testament to the quality of Cunningham’s work.



### **See You in March!**



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