30 | 21-27 October 2011 | InsuranceTimes InsuranceTimes | 21-27 October 2011 | 31

Insurance Times Event IT Pack 2011 This year's crew: who will sail ahead?

he grand finale of this year's IT Pack took place on the ▲ high seas, with our intrepid IT Packers proving their leadership skills and business acumen through a high-adrenaline challenge. They were split into teams on three boats – a metaphor for a joint business – and each team had to work together in highly pressured circumstances to demonstrate their skills.

That wasn't all: the intrepid finalists also faced an intense grilling from the IT Pack judges – *Insurance* Times editor-in-chief Ellen Bennett and Aviva's head of trading Jodi Grattidge, head of broker key partners Clark Ross and regional broking director Jon Neill - about their careers to date, their ambitions for the future and their understanding of and commitment to the industry.

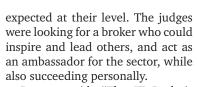
The interviews were designed to find an individual who was committed to their career and the wider industry, and went above and beyond what would usually be *Times* Awards on 6 December.

also succeeding personally.

always one of the highlights of the vear - and 2011 has been no different. We have met some incredibly talented brokers from all over the all our finalists again at the finale.

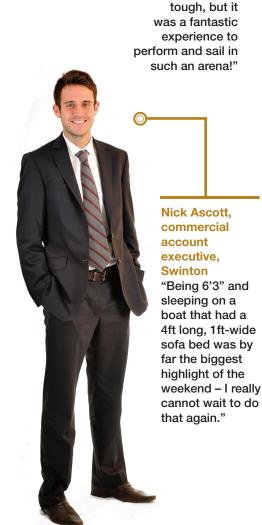
met some stars of the future."

The winner of the IT Pack 2011 will be unveiled at the Insurance



Bennett said: "The IT Pack is country, and it was fantastic to see

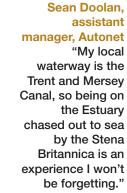
"I know the judges were bowled over by the quality of the brokers. It was incredibly hard to choose a winner – everyone who made it this far should be proud of themselves. In previous years, IT Pack winners have formed their own communities and stayed in touch with each other and with *Insurance Times* long after the event. I hope that will be the case this year, too, as I'm sure we've



Rachel Wells, account executive, Higos "Preparing a three-course dinner for eight people on a boat with two gas rings, a flat battery at 6am and contending with an oncoming Stena Line ferry ... definitely a way to spend the weekend!"



"The competition was fierce, the tasks were challenging, the judges were tough, but it was a fantastic experience to perform and sail in such an arena!"



Gwyn Evans, development executive, Romero

"Cooking a threecourse meal for our 'customers' in the smallest kitchen known to man - we were doing a fine job until one of them noticed that our chicken was uncooked! Fail!"









accounts executive, Independents Insurance **Solutions** "Big personalities, big challenges and big blisters from the ropes! Even bigger opportunities."

Andrew Roberts.

"Three important

lessons I've learnt

1) Communication

commercial

Hendersons

this weekend:

is everything.

listenina.

3) Tea is an

of sailing."

essential part

2) This includes

broker,

Neil Adebowale,



Matt Imber. broking director, **GM Imber & Sons** "I will never forget waking up to that amazing sunrise, followed by a day of challenges and tasks.



Beadsmoore, project manager placement and development, Oval

Corinne

"The experience was tougher than I expected: planning, the interview, sleeping on a boat, cooking for seven in a tiny space and rescuing Boris (the dummy). What really added to the enjoyment of it all was the great team involved."

