

# The Council of Insurance Agents & Brokers



The premier association for  
leading commercial insurance  
and employee benefits  
intermediaries worldwide.

[www.ciab.com](http://www.ciab.com)

# Our Community

**F**or more than 100 years, The Council has been home to the world's top commercial property/casualty insurance and employee benefits brokerages. Today, we represent 150 of the fastest-growing, most innovative firms around the globe, including more than 30 that are headquartered internationally.



## COUNCIL MEMBERS

*annual revenues range from*

**\$10M – \$24B**



*represent*

**47** OF THE TOP  
**50\***

**LARGEST BROKERS  
OF U.S. BUSINESS**

\*Business Insurance Top 100



*annually place*

**90%** OF ALL P/C PREMIUMS  
IN THE U.S.



*and*

**70%** OF ALL EB BUSINESS  
IN THE U.S.



# Our Annual Leadership Forums

## **Legislative Summit**

**FEBRUARY**  
WASHINGTON, D.C.

Our legislative fly-in, connecting Council members with key legislators and regulators. Designed to inform members about our legislative agenda and broader issues impacting our industry.

## **Employee Benefits Leadership Forum (EBLF)**

**MAY**  
COLORADO SPRINGS

Bringing together benefits executives for networking, relationship-building, and marquee speakers, while supporting important discussions about systemic issues in our healthcare system.

## **Insurance Leadership Forum (ILF)**

**OCTOBER**  
COLORADO SPRINGS

The premier marketplace meeting for commercial property/casualty insurance executives for relationship-building, business strategy, market intelligence, and thought leadership.

## **Operations & Working Groups Forum**

**NOVEMBER**  
ROTATING LOCATIONS

Offering leadership development, industry insights, member networking and peer exchange with C-suite executives and operational leaders.  
CFO • CIO • COO • CLAIMS & RISK MANAGEMENT  
HUMAN RESOURCES • LEGAL COUNSEL  
MARKETING & COMMUNICATIONS

# Convening



## Industry-Specific Talent Development Resources

# Elevating

### ▶ NEW-TO-THE-INDUSTRY PROFESSIONALS

#### **It's All About Risk**

An on-demand primer course for anyone new to the world of insurance. An essential onboarding tool for new recruits.

#### **Professional Designation Courses**

##### FOR PROPERTY/CASUALTY OR EMPLOYEE BENEFITS

Flexible learning pathways to professional designations for early-career, customer-facing talent to gain in-depth knowledge and technical expertise.

*In partnership with The Institutes, University of Georgia, and the University of Wisconsin.*

#### **Annual Scholarship Program**

Academic scholarships awarded to standout interns with potential for a future career in brokerage. \$3.2M in scholarships has been awarded to 640+ interns to date.

#### **Intro to Insurance**

A six-week on-demand, self-paced program providing a foundational knowledge of the insurance industry.

*Powered by The Council Foundation*

### ▶ EMERGING LEADERS

#### **Broker Smackdown**

Participants compete in teams running simulated brokerage firms in a virtual marketplace, and learn how decisions impact financial, operational, and sales results.

### ▶ C-SUITE AND OPERATIONAL LEADERS

#### **The Council's Working Groups**

Forums for collaboration and professional development, with peer exchange and role-focused training opportunities.

CFO • CIO • COO • CLAIMS & RISK MANAGEMENT • HUMAN RESOURCES • INTERNATIONAL • LEGAL COUNSEL • MARKETING & COMMUNICATIONS

### ▶ INCLUSION & CULTURE

#### **Learning Circles**

Virtual, small-group sessions run by professional facilitators, designed to help participants cultivate a supportive work culture and promote inclusivity.



## Government & Political Affairs

### Advocacy

A leading voice for our industry on Capitol Hill, tracking and advising members on regulatory and legislative developments at the federal and state level. Current efforts include:

- Promoting effective tax policy
- Removing barriers to free and fair markets
- Preserving employer-sponsored health insurance and increasing pricing transparency

### CouncilPAC

The largest political action committee in the insurance space and leading business PAC – with \$2.8+ million raised in 2024. CouncilPAC opens doors to build relationships with members of Congress them on our top issues.

# Advocating



## Market Intelligence resources

# Informing

### Leader's Edge

The Council's award-winning content platform offering industry perspectives, thought leadership and coverage of emerging trends across print, digital, newsletters and podcasts.

### Marketplace Insight

Data from marketplace leaders to inform your business strategy and support communication with clients. Offered through the quarterly Commercial P/C Market Index and Employee Benefits surveys.

### Industry Benchmarking

Providing a baseline for member firms to measure growth and performance against industry peers through the annual Operations Benchmarking Survey.

# Connect with Us

If you're interested in learning more about the benefits The Council offers to its members, we'd love to hear from you.

Visit our website to schedule a call or connect with a member of our team.

[www.ciab.com/connect](http://www.ciab.com/connect)



**THE COUNCIL OF INSURANCE AGENTS & BROKERS**