

February 1, 2022

Dear Curtis,

In our latest blog post, gain tips for building better relationships at work. Afterward, listen to a new episode of Kaleidoscope to discover strategies to attract and motivate agency talent.

In industry news, brokerage consolidation will likely continue this year, according to PwC. Allianz also published the results of its latest Risk Barometer survey, naming cyber risk the top concern for companies in 2022.

## RELATIONSHIP BUILDING



## STRATEGIES TO BUILD AND SUSTAIN INFLUENTIAL RELATIONSHIPS

RESOURCE PRO – JANUARY 6

Tips to build stronger relationships and stay connected with clients, prospects, and colleagues.

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## PODCAST



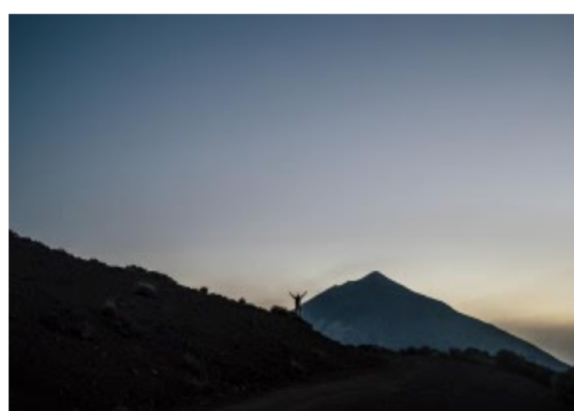
## KALEIDOSCOPE PODCAST EPISODE 3: JEFF ASCHER, COVERRA INSURANCE

RESOURCE PRO – JANUARY 12

Hear from Jeff Ascher, President, Coverra Insurance, on how to effectively attract sales talent.

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## PRODUCER PERFORMANCE



## PART 2: 22 TIPS FOR P&amp;C PRODUCERS TO ROCK 2022

IA MAGAZINE – JANUARY 4

Read eleven more tips from Susan Toussaint on making 2022 a successful sales year.

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## MARKET OUTLOOK



## MORE BROKERAGE CONSOLIDATION IN 2022?

INSURANCE BUSINESS – JANUARY 10

Consolidation in the brokerage space is expected to continue this year, says PwC.

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## EVOLUTION OF RISK



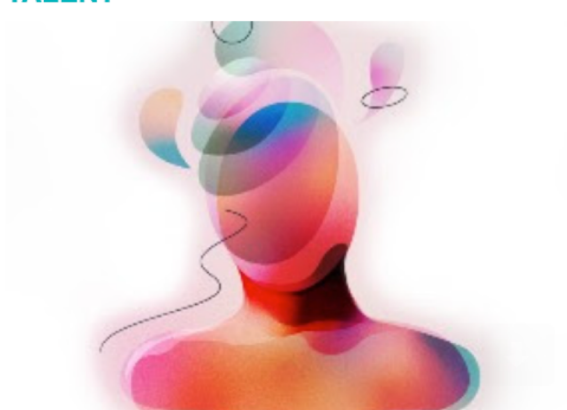
## ALLIANZ RISK BAROMETER 2022: CYBER PERILS OUTRANK COVID-19

ALLIANZ – JANUARY 18

Cyber perils are the biggest concern for companies globally in 2022, according to the survey.

[READ MORE](#)

## TALENT



## BUSINESSES NEED TO MAKE WORK MORE HUMAN: BAIN &amp; COMPANY

CARRIER MANAGEMENT – JANUARY 14

Companies need to rehumanize the way they think about work, says Bain & Company.

[READ MORE](#)

## JOIN US AT AN UPCOMING EVENT

**Event:** 2022 CIAB Legislative Summit**Date:** February 7 – 9

Talk with us at this year's Legislative & Working Groups Summit, a unique two-part forum that brings together CIAB member firms' CEOs and executive teams as well as the heads of key departments.

[SCHEDULE A MEETING](#)**Event:** 2022 WSIA Underwriting Summit**Date:** March 13 – 16

We'll be attending this year's WSIA Underwriting Summit, which offers attendees designated time for networking and business meetings for the underwriting, delegated authority, program specialist and professional and financial lines segments of the WSIA membership, as well as firm leadership.

[SCHEDULE A MEETING](#)