

Connect & Learn Travel Insurance

Wednesday, September 23

1:00 – 1:05 p.m. ET

Opening remarks

IDC WIN team

1:05 – 2:00 p.m. ET

Manulife: New travel insurance platforms and products

Jacob Miller
Internal Wholesaler
Manulife

Stay current on the latest from Manulife, with new products, updates to its travel insurance shelf and improvements to its digital quoting and application experience. This session highlights key platform enhancements and solution updates designed to support advisors in serving clients more efficiently. It will also explore how these developments can help uncover new sales opportunities and create a smoother experience from quote to application.

2:00 – 2:55 p.m. ET

Elevate your sales with TuGo travel insurance

Nancy Medeiros
Business Development Manager
TuGo

Travel insurance can be more than a client solution. It can also be a valuable driver of business growth. Join TuGo to explore how B2C links can help simplify the purchase process, how AI-powered tools can support prospecting efforts and where new opportunities may exist to strengthen client acquisition and retention. This session will highlight practical approaches for integrating travel insurance into client conversations while supporting long-term relationship building.

2:55 – 3:00 p.m. ET

Break

3:00 – 3:55 p.m. ET

Know your travel insurance coverage

Preet Kochar
Account Executive, Group
BDM, MGA Relationships (National)
Allianz

You ask, we do the rest. Learn how to generate additional revenue through a simple referral model that pays full commissions, delivers a seamless client experience and is backed by Allianz, one of the world's most trusted insurance brands.

Sasha Opacic
VP, Sales
Broker and Group Channel
Allianz

3:55 – 4:00 p.m. ET

Closing remarks

IDC WIN team