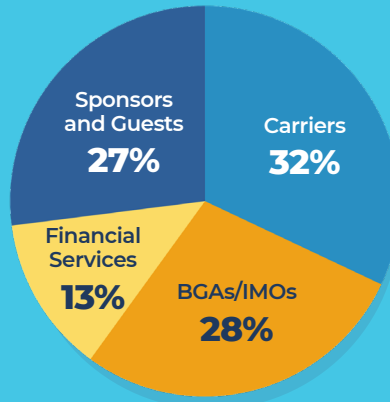# Thank You For Being Part of Connections 2023!
Here's a quick recap of the event:

Stats:

336 Total Attendees

We were thrilled to see the number of attendees approach pre-pandemic levels, and we cannot wait to surpass them in 2024!

Pie chart:
- Sponsors and Guests **27%**
- Carriers **32%**
- Financial Services **13%**
- BGAs/IMOs **28%**

90 Speakers
40 Sessions
32 Hours of Content
9 Hours of Networking

Connections 2023

Highlights of Connections 2023:
Innovate, Create, and Imagine a Brighter Future Together

Connections is a jam-packed event with dozens of third-party industry experts, iPipeline customers, partners, and members of the iPipeline team.

Connections is the event designed to help you **innovate, motivate,** and **set you up for ultimate success.**

ON THE MAIN STAGE
We showcased how iPipeline is continuously striving to serve you better by:

- Investing in our core technology, including security and AWS
- Providing you with robust analytics
- And delivering innovative, market-leading capabilities

OUR 3 KEYNOTE SPEAKERS

In addition to hearing from the iPipeline team, attendees were treated to **three keynotes:**

★ Motivational speaker **Jeremy Gutsche**

★ The magician and mentalist duo **The Clairvoyants**

★ Event emcee, entertainer, and juggler **Jeff Civillico**

Top 10 Takeaways from Connections:
Highlights from our Main Stage presentations and our many breakout sessions:

1 **Improve your client and end user experience with our new Evolve Platform:** This low-code, highly configurable platform will offer more fully configured solutions that enable better self-service options while allowing our carrier partners to move more insurance products onto the platform to gain greater efficiency. The first product built on this platform is iGO®, which is in a live pilot now, and we will then build the life insurance products on Evolve. As part of this strategy, John Peart has taken on a new role as Platform Product Manager and will lead our vision for the Evolve Platform.

2 **As the market evolves, we evolve with you, providing the support you need:** iPipeline is focusing on a 3-pillar strategy for the future – to focus on the core, expand in wealth, and drive more value with data. As we move forward, we will continue to rely on our people and our processes to support the successful execution of this plan.

3 **We ensure a solid return on your investment by ensuring our solutions stay current:** iPipeline believes that the winning combination to help you grow is to renew our focus and investment in our core, build a success team to drive your ROI, continue to focus on infrastructure and security, use our data to inform and make decisions, and provide the necessary support and enhancements for our network and channel.

4 **Our multi-year iPipeline Roadmap continues to focus on you – and the core needs of your customers:** As an organization at the forefront of digital innovation in the financial services space, our vision is to challenge the status quo of how insurance and financial products are bought and sold to create the best user experience. Our roadmap includes strategies to innovate and enhance data-focused solutions -- and integrate life and wealth offerings to make them easy to sell.

5 **We announced some key people and process changes – all to serve you even better:**
Recently, we added two key hires: Diane Rowell is our new Chief People Officer, and Leo Davelman is our new VP of Customer Success. Leo will play a key role in establishing a customer success organization to help you drive your digital transformation through increased adoption and strengthen the value from your investment. We also shared that we recently embarked on our Environmental, Social, and Governance (ESG) journey.

6 **We highlighted the importance of ESG in one of our main stage panel discussions:** Led by Daphne Thomas, Chief Operating Officer at iPipeline, the panel discussed ways organizations in the industry are focusing on Environmental, Social, and Governance (ESG) issues, the importance of diversity, equity and inclusion (DE&I), the significance of attracting and retaining diverse talent, and the environmental impact of e-App and e-Delivery. Thank you to panelists Cindy Roberson (VP of Sales, Supervision, Advisor Group), Magesh Elangovan (Head of IT, New Business, National Life Group), Samara Tripp (Director, Vendor Relations, John Hancock), and Maureen Kincade (SVP, Professional Services, iPipeline).

7 **Innovate like Amazon:** There are numerous ways to innovate, but we learned how Amazon does it. Clarke Rodgers, Enterprise Security Strategist for Amazon Web Services, detailed Amazon's culture of innovation, shared how the organization implements and supports their culture, and walked through a few lessons learned over time.

8 **Tapping into data to transform into a data-driven company:** According to a **recent study,** more than 70% of financial services institutions report that their biggest challenge is to become a data-driven company, providing a single-source of truth for the organization. Attendees learned how data sharing via our Data Factory provides data and curated content in real time, with easy implementation and self-service, and no development wait times. By tapping into our Data Factory, you can now see a full picture of your clients and their households, with transparency across their financial accounts.

9 **The automation of the underwriting process, according to insurer chief underwriters:**
Celent recently released its report on insurers' use of data and tools in medical, financial, and behavioral underwriting. Karen Monks, Insurance Senior Analyst with Celent, shared key findings of the survey, including the data, tools, and technologies for underwriting life insurance and how they are used today – and will be used in the future.

10 **Connections is *the* place to learn about the industry's best practices – to foster your success:** Our annual conference provides the ideal space to share ideas with others in the industry and to learn the latest in technology and trends affecting the industry. Our goal is to help you rethink the way you do business, examine different ways to do things, find your passion, get inspired, and connect with others to grow your network – all while having a little fun!

Check Out Our Photos from Connections!
To see more photos of the event, **click here**.

Feedback from Our Attendees :

"Keep up the amazing work! This was my first Connections meeting, and it was one of the best conferences I've attended, and the content was applicable to the day-to-day user."

- BGA/IMO

"[In] all of the sessions I attended, I took away something. I don't really know anyone at these conferences, but everyone seemed to be **welcoming, and there definitely seems to be a culture of sharing.** Even if the topic did not relate to what I do on a day to day basis, I still got something out of it."

- FINANCIAL SERVICES

"The conference is awesome with **great content** and balance of info, fun, and networking."

- CARRIER

"I liked being able to meet contacts in person and have discussions. I thought the content was very good, and it was helpful to see the roadmap for 2023."

- SPONSOR

Thank you To Our 2023 Sponsors!

Connections 2023 would not have been possible without the support of our event sponsors. Thank you to all this year's sponsors, including our Platinum Sponsors:

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To see all sponsors, **click here.**

CONNECTIONS 2024: Save the Date!

Omni Orlando Resort at ChampionsGate in Orlando, Florida
Wednesday, May 15 – Friday, May 17, 2024

Photos courtesy of omnihotels.com/hotels/orlando-championsgate

We look forward to seeing you next year – in Florida!
Click here for more information and **add it to your calendar**!

Make sure you follow us on social media to get all the important information for next year's conference.