



**Canadian Association of  
Managing General Agents**

# **Sponsorship Opportunities**

**2026**

151 YONGE STREET | 11<sup>TH</sup> FLOOR | TORONTO | ONTARIO | M5C 2W7 | 437.295.1437

**CAMGA.CA**



# BOARD *of* DIRECTORS



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# A NOTE TO OUR SPONSORS

Since joining CAMGA October 1, 2025, I've had the opportunity to engage in a steady stream of conversations across every corner of the industry. What's stood out most is the remarkable alignment across these discussions. The industry clearly wants to see MGAs working together, speaking with a unified voice and leveraging the association as a trusted access point and coordinator for the collective MGA message.

Working alongside the CAMGA Board of Directors, we've developed a new strategic plan that positions us for meaningful growth. The next two years will be critical build years — laying the foundation for long-term expansion and continued success.

As sponsors, this year presents a unique opportunity for you to invest in strengthening the MGA community through education, regulatory engagement, and data initiatives — while also advancing your own business objectives within this dynamic network. In return for your sponsorship, our commitment is to provide meaningful connections, valuable visibility, and access to our members.

Thank you to our past sponsors and supporters for helping CAMGA elevate and amplify the voice of the MGA community. I look forward to working with past and new collaborators to continue building on this strong foundation.



**Brett Boadway** – Executive Director  
*Canadian Association of  
Managing General Agents*

[Brett.Boadway@camga.ca](mailto:Brett.Boadway@camga.ca)



CANADIAN ASSOCIATION OF MANAGING GENERAL AGENTS

**Our association represents and advocates for Managing General Agents (MGA's) specializing in property, casualty & specialty underwriting, operating under delegated authority and distributing through insurance brokers.**

**Empowering MGAs.  
*Advancing the Industry.***



## **CAMGA'S MISSION**

To represent, connect, and advance Managing General Agents as leaders in delegated authority property, casualty & specialty underwriting.



## **CAMGA'S VISION**

The trusted authority and leading source of influence for the MGA sector.



# OUR COMMITMENTS

## ARE FOCUSED ON 5 AREAS:

1



### **ADVOCACY & PROFESSIONAL STANDARDS**

We're the unified voice of the MGA profession — advocating for clarity, credibility, and excellence.

2



### **GUIDES, TOOLS & INDUSTRY METRICS**

We're equipping members with the resources and knowledge they need to succeed.

3



### **SERVICES & PROFESSIONAL DEVELOPMENT**

We're committed to helping members grow through education, support, and recognition.

4



### **STAKEHOLDER RELATIONS & EVENTS**

We're strengthening partnerships and building community through meaningful connections.

5



### **MEMBER ENGAGEMENT & COMMUNICATION**

We're enhancing the way we connect with members and the broader market.



## ADVOCACY & PROFESSIONAL STANDARDS

### ***CAMGA will:***

- Contribute to licensing and regulatory discussions using data-driven insights and industry expertise
- Form a Regulatory Committee to coordinate engagement and submissions
- Refresh and deliver the “Role of the MGA” presentation across the industry
- Review and update the CAMGA Code of Conduct
- Formalize a process for addressing misconduct to uphold professionalism and integrity



## GUIDES, TOOLS & INDUSTRY INSIGHT

### **CAMGA will:**

- Gather and share key statistics and insights on Canada's MGA sector
- Develop a comprehensive guide to MGA licensing across Canada
- Publish white papers and position statements to inform and influence
- Strengthen relationships with international MGA associations to exchange knowledge and best practices
- Endorse and approve trusted support vendors to serve our members



## MEMBER SERVICES & PROFESSIONAL DEVELOPMENT

### ***CAMGA will:***

- Offer free accredited Continuing Education (CE) courses across Canada
- Endorse and expand member discount programs with approved vendors
- Review Designation Accreditation Programs





## STAKEHOLDER RELATIONS & EVENTS

### **CAMGA will:**

- Host in-person member events designed to connect and inform
- Develop a new sponsorship program, with clear mutual commitments
- Collaborate with other industry groups to deliver localized, MGA elevated events that unite brokers, vendors, and members across Canada

## **SAVE THE DATE!**

### **CAMGA EVENTS IN 2026:**

#### **AGM & SPEAKER SUMMIT**

**June 9**

Toronto, Ontario (*Venue TBD*)

Education, networking  
and tradeshow

#### **THE CAPACITY EXCHANGE**

**November 12**

Toronto, Ontario (*Venue TBD*)

Market practitioners and MGA  
members engage and discuss  
capacity, all in the same room

**OTHER EVENTS TO BE ANNOUNCED!**





## MEMBER ENGAGEMENT & COMMUNICATION

### ***CAMGA will:***

- Broaden our member contact network and strengthen outreach
- Launch a monthly member newsletter to share updates, insights, and opportunities
- Map membership geographically to ensure regional representation and responsiveness
- Complete a website refresh to better reflect our mission, resources, and members
- Build a robust LinkedIn engagement strategy to amplify MGA voices and thought leadership on social platforms
- Establish more member committees and clear mandates to encourage collaboration and engagement

# SPONSORSHIP OPPORTUNITIES:

	TRADESHOW Booth Only	ASSOCIATE Member	SILVER Sponsor	GOLD Sponsor
	\$2,000	\$6,000	\$10,000	\$25,000
<b>General Promotion</b>				
Logo on CAMGA Website		Yes	Yes	Yes
Logo on Signage at CAMGA Events		Yes	Yes	Yes
Press Release Announcing Annual Sponsors: released in March 2026 to industry trade press, published on CAMGA website & CAMGA LinkedIn Accounts		Yes	Yes	Yes
<b>Thought Leadership &amp; Education</b>				
Thought Leadership Article: 500 words shared to all CAMGA members via email. Shared on CAMGA LinkedIn. Subject to CAMGA editorial approval.		1 annually	1 annually	2 annually
Webinar Contributor			Yes	Yes
<b>Thought Leadership Video Feature</b>				
Participate in a 3-5 minute recorded conversation with the Executive Director. The video will be shared with CAMGA members in email and amplified across our LinkedIn channels.		Yes	Yes	Yes
<b>Events</b>				
Tickets to 2026 CAMGA Events		1 Free (per event), Member Pricing on Others	3 Free (per event), Member Pricing on Others	4 Free (per event), Member Pricing on Others
Tradeshow Booth at CAMGA AGM & Speaker Summit - June 2026	Yes + 2 free badges	50% off (\$1,000)	Free	Free
Speaking Opportunity at CAMGA events			Yes Second Priority	Yes First Priority
Club Table at Capacity Exchange			Yes	Yes
<b>Corporate Strategy</b>				
Access to Select Market Data - As Collected				Yes
Formal Meeting with Executive Director		Annually	Semi Annually	Quarterly
1 Hour In Person Meeting with CAMGA Board of Directors				Yes – Choose from either Afternoon, June 8, 2026 Afternoon, Oct 19, 2026
Optional Add-On: Private Dinner			Optional Add-on (see details in following pages)	Optional Add-on (see details in following pages)



# EVENT DATES

## AGM & SPEAKER SUMMIT

**June 9**

*Toronto, Ontario (Venue TBD)*

Education, networking & tradeshow

(This is the CAMGA tradeshow opportunity for 2026)

## THE CAPACITY EXCHANGE

**November 12**

*Toronto, Ontario (Venue TBD)*

Market practitioners and MGA members engage and discuss capacity, all in the same room.

Set within a large ballroom, the environment is designed to be open, relaxed, and conducive to conversation. Coffee and bar services will be available throughout the day. The layout promotes free movement and interaction — no formal seating or presentations, just genuine discussion and networking. To recognize key supporters, Gold and Silver Sponsors will receive branded Club Tables within the space. These premium areas provide sponsors with a central hub to host guests, hold discussions, and showcase their presence. The Capacity Exchange is inclusive and accessible to all participants — sponsors and non-sponsors alike.





# WEBINAR CONTENT

## 2026

In addition to live events, CAMGA is looking for 15 hours worth of education content to deliver in 2026.

**1 Ethics Hour**

**7 Insurance Technical Hours**

**2 Personal Skills Hours**

**5 Management Hours**

**Sponsors with education content to share should indicate:**

- Their topic
- Is it already CE accredited with regulators? In which provinces?
- CAMGA will assist with regulator accreditation, if required
- Format (live webinar, eLearning/on-demand)

Webinars will be strategically pre-scheduled throughout the calendar year and promoted accordingly.

### OPTIONAL ADD-ON:

#### ***Private Dinner Sponsorship Opportunity (For Silver & Gold Sponsors Only)***

Host an exclusive, invitation-only dinner with CAMGA members. The sponsor will cover the cost of the dinner (e.g., a private dining experience for 10 MGA CFO's). CAMGA will coordinate logistics and promote the opportunity to members. This sponsorship offers an intimate setting for meaningful networking and relationship building with key industry professionals.



# **MOVING FORWARD** ***TOGETHER***

Every initiative reflects our shared commitment  
to strengthening the MGA profession in Canada.

Together, we're shaping a stronger, more connected,  
and more influential MGA community.



**Canadian Association of  
Managing General Agents**

**TO BECOME A SPONSOR, PLEASE CONTACT:**

Brett Boadway | [brett.boadway@camga.ca](mailto:brett.boadway@camga.ca)

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