

A man with dark hair, wearing a dark suit, white shirt, and blue tie, is smiling and gesturing with his right hand. He is holding a white VR headset in his left hand. The background is a solid blue color.

Hello,

**my name is
Panos Leledakis**

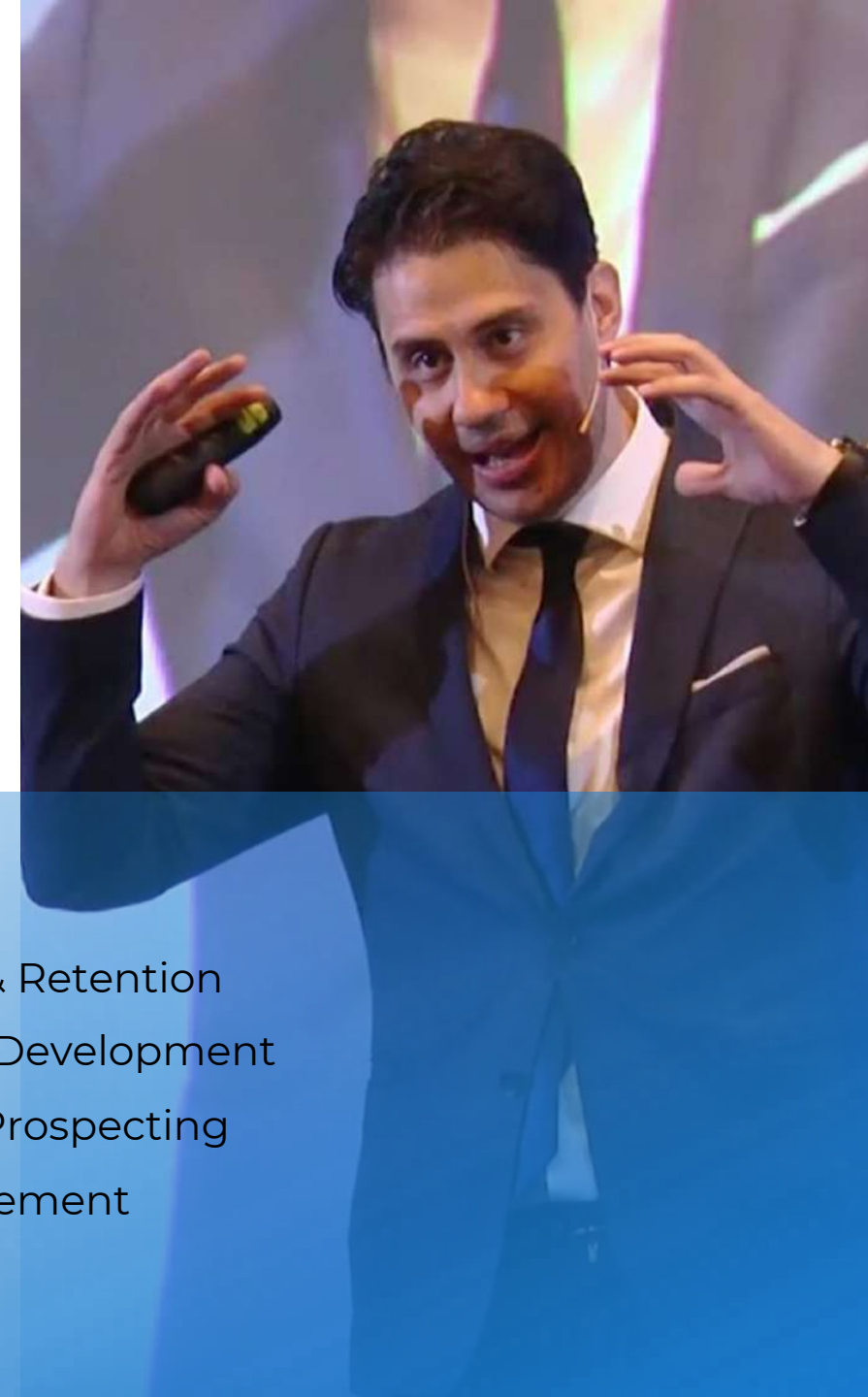
Founder & CEO IFAAcademy

Speaker

An international public speaker with extensive experience and hundreds of hours at big stages around the world (NASA Space Center, main platform of MDRT, GAMA Lamp Asia and Nailba's annual meetings) **characterized by his motivational & passionate way of expression.**

Subject Matter Expertise

- Motivation
- Insurance Consulting
- Management
- Founder & CEO
- Sales & Productivity
- Internet Marketing
- Time management
- Digital transformation
- Business planning
- Innovative Technology
- Recruiting & Retention
- Leadership Development
- Innovative Prospecting
- Risk Management



About Panos

A pioneer in the insurance industry. Expert in the topic of millennials, digital transformation, internet marketing strategy and new technologies in the insurance profession.

Vast **23 years experience** in the market, since 1999 as a top awarded insurance consultant and manager, **TOT MDRT member**.

Invented two innovative software for risk analysis, evolving need analysis procedure, by implementing the science of risk management, artificial intelligence and extensive neuroscience research on risk perception and decision making.

The software and methodology **received 11 global InsurTech innovation awards** from **significant organizations like MIT University** (MIT Enterprise Forum) and **Panos Leledakis was awarded among the 25 Top InsurTech CEO's of 2020 globally**.

TECHNOLOGY
INNOVATORS



INSURTECH
CEOS
OF 2020

About Panos

Holds certifications from LUTCF, IRMA, BRMA, and ongoing studies at **PRMIA** (professional risk management association). Holds the Management of Small and Medium enterprises certification and has attended many sales, management, and self – improvement seminars in Greece and abroad. **Served as president of the Panhellenic Association of Insurance Consultants from 2015 until 2019.**

Currently, **the president and CEO of IFAAcademy** (International Financial Architects) an **educational & research organization**, specialized in the education and training of insurable risk managers and financial consultants with presence in Canada, New York, Great Britain, Greece & Cyprus. **Members of the Board of Advisors of IFAAcademy are key members of the Greek and international market.**



About Panos

His vision is to **upgrade the insurance advisor** to the position it deserves & appoint the consultant as a Risk Management Scientist for individuals & businesses by creating the professional of the future:
the new specialty of "**Insurable Risk Management Architect**".

Project Sci-Con Scientific Consulting



The evolution from
insurance sales to the scientific
"Insurable Risk Management"

Big conferences as main speaker



ELC & Learning
Symposium at NASA -
Astronaut Training Facility,
Houston



MDRT Annual Meeting
2022 in Boston, USA -
main platform



MDRT Annual Meeting
2022 in Boston, USA -
ConneXion. Zone®



Speech about innovation
& digital transformation in
Microsoft

Big conferences as main speaker



keynote speaker at MDRT
Day Cyprus



keynote speaker at MDRT
Day Greece



Hellenic parliament



Main speaker 2022 Top of the
Table Annual Meeting in Santa
Barbara, California, USA

Speaking experience



**THE GLOBAL
STAGE**
— POWERED BY GAMA GLOBAL —

GAMA Global's premier bureau
of leadership-expert speakers



PANOS LELEDAKIS














IFAAcademy
FOUNDER & CEO

LUTCF, IRMA, BRMA

Unites States
New York

- Hundreds of hours on big stages
- Video training courses
- TV appearances
- International Conferences
- Workshop Training (thousands of hours with teams)
- GAMA Global's premier bureau
- of leadership-expert speakers

Big conferences as main speaker

-  NASA - Astronaut Training Facility, ELC & Learning Symposium
-  MDRT Main platform 2020 - Annual Conference - MDRT speaks
-  Focus session speaker MDRT Global Conference 2021
-  Connexion zone speaker MDRT Annual Conference 2021
-  MDRT Event Manulife Indonesia 2021 Keynote speaker
-  GAMA GLOBAL - LAMP LATAM 2021 Main platform
-  GAMA GLOBAL - LAMP ASIA 2020 Main platform
-  MDRT Event CNP Argentina 2020 Keynote speaker
-  MDRT Event Panama 2021 Keynote speaker
-  MDRT day Cyprus 2010, 2018 Keynote speaker
-  NAILBA's annual meeting - main platform
-  MDRT Days in more than 30 countries around the world
-  MDRT day Greece 2015,2016,2018,2019 Keynote speaker
-  NAILBA Engage USA Annual Conference 2021 Main platform
-  MDRT Annual Meeting 2022 in Boston, USA - main platform speaker
-  MDRT Annual Meeting 2022 in Boston, USA - ConneXion. Zone®
-  MDRT 2022 GLOBAL CONFERENCE - Sydney, Australia

10+1 Sample Speaking Topics and/or Titles

- 1. Innovative ways of prospecting. Solve this challenge once and for all!
- 2. Prospecting with cutting edge technology
- 3. The brain is to blame! Why the brain is not designed to understand risk. Neuroscience research and new objection handling strategy
- 4. Innovative approach of clients. Rebranding our profession.
- 5. Recruiting & retention of millennials
- 6. Agency growth strategies
- 7. Powerful internet marketing strategy in simple steps for insurance agents and managers
- 8. Recruitment and prospecting with virtual reality
- 9. Powerful closing techniques
- 10. The Objection Handling Model.
- 11. How to have the physical energy to achieve all your goals and void burn out.

Testimonials

“Panos is a very confident speaker with the most amazing enthusiasm and energy. He is completely focused on his audience and take them on an intense journey on any subject matter he speaks on.

He has a great stage presence and even some showmanship and use props effectively to engage the audience. He is very passionate about his topics with an ability to tell a story.

He has the ability to make the audience smile and know how to make eye contact to maintain the audience attention while making it feel personal. His voice tempo and pitch variance keep things exciting. He does not do boring!

He always looks like a professional and acts like one with stature. ”



Kobus Kleyn

Certified Financial Planner,
international speaker & author

“If you are looking to move the dial on your agency’s productivity, innovation and agent/advisor development, book Panos as your next speaker. I have had the pleasure to work with Panos on many occasions and he is the best in the business! His presentations will get you on your feet and make you excited to grow!”

Jon Kia

President, InnoGage



Panos is my favorite speaker. When he talks about technology, no doubt he is the most expert speaker. Panos always has advanced strategy and technology to make the financial industry better and digital friendly for young generation.

Miliana Marten

Certified Financial Planner,
international speaker & author



Testimonials

During my 30 plus year career, rarely have I met someone with such an in-depth understanding about the financial services industry, and a passion to deliver cutting edge technology to the financial planning profession.

Panagiotis is not only a high quality adviser, he's also an extraordinary speaker, and surely one of the leading entrepreneurs in our profession today.



Asvin Chauhan

TOT MDRT member

Panos is one of the most generous and knowledgeable speaker, when it comes to sharing his experience on how best to use technology, to increase your business, to create a wow experience for your clients

And to create an everlasting impression of professionalism with your client.

Panos makes the technology very easy and friendly to use



Ravi Rajpal

TOT MDRT Member

Testimonial

“Every now and again, a singular individual comes along whose very purpose is to shake the very bedrock of how we do business.

This is not about fancy words like disruption, innovation, or even passion - but more akin to a relentless drive to do better.

To be spectacular! To adapt and fly!

Well let me introduce you to my dear friend and brother - Panos Leledakis!

He has presented on every global stage there is - including the much desired MDRT main platform where he wowed delegates on not what was possible; not what was probable; but what IS!

I have no hesitation in recommending him to any speakers' platform for any organisation for any vocation!

Thank you Panos for inspiring us day after day!”



Hari Maragos

CFP® professional and SMSF Specialist Advisor™,
Estate Planning expert, international speaker & author

Awards

The software and methodology of IFAAcademy, Panos invented, **received 11 global InsurTech innovation awards** from **significant organizations**.



11 GLOBAL INSURTECH INNOVATION AWARDS



11 Global InsurTech Innovation Awards



Panos Leledakis - Founder & CEO - was named among the 25 TopInsurTech CEO's of 2020 (Technology Innovators).



Among the Best 50 Companies in Education Globally by the GFEL (formerly known as Global Forum for Education and Learning)



In MIT Enterprise Forum Greece , IFAAcademy named among the top 10 ideas. A contest by the world-renowned and prestigious Massachusetts Institute of Technology.



Best Insurance & Finance Advisor Training Institute 2020 award from Corporate Vision member of AI Global Media (London)



Voted as the best startup company in the educational-technology category , at the Startup Europe Awards.



Winner at the innovation contest of industrialists federation of Cyprus



Voted as one of the best 4 innovative startup ideas at global "Get in the Ring" contest



Best Insurance & Finance Advisor Training Institute 2021 by Coprtoday organisation



Best in Insurance Training at the The Corporate Livewire Greece Prestige Awards 2020/21



3rd place at the 6th Asia Trusted Life Agents & Advisers Awards - insurtech category



Silver award at Boussias Digital Finance Awards 2022 - For our innovative CRM/PRM

MDRT Committees



Community leaders MDRT USA Committee

Panos is a member of Community leaders MDRT USA Committee for 2022.

Top of the Table's Court of the Table Committee

Panos is a member of Top of the Table's Court of the Table Committee

Co – Chair for MDRT Gives Day 2022

Chair - Global Ambassador

Panos Leledakis has been selected as Life Happens' first International Ambassador on 2020 and chair of the global ambassadors team.

Panos has been working since, with Life Happens and the team behind Life Happens Pro in identifying other financial service professionals across the globe that believe the organisation's mission: **to inspire the public to take personal financial responsibility through the ownership of life insurance and related products.**

Panos and Life Happens are working, to spread the message of Life Insurance Awareness Month through a series of educational webinars and social media promotion.



Speaking engagements September - October 2022



- ✂ USA - Boston
- ✂ USA - New York
- ✂ USA - California
- ✂ USA - Hawaii
- ✂ Panama
- ✂ Mexico
- ✂ Brazil
- ✂ Argentina
- ✂ New Delhi
- ✂ Mumbai
- ✂ Calcutta
- ✂ Kuala Lumpur - Malaysia
- ✂ Jakarta - Indonesia
- ✂ Bangkok - Thailand
- ✂ Hong Kong
- ✂ Manila - Philippines
- ✂ Singapore
- ✂ Sydney - Australia





Panos Leledakis

pan@ifacademy.eu

+1 (646) 725 - 6025

Contact Me

Are you looking for a speaker, to inspire, motivate and help you and your company, team or organization focus on a growth mindset, productivity, and achieving great results?

Let's start something extraordinary and memorable together!

“Adapt & Fly”

The future is now!