



# Panos Leledakis

## Founder & CEO



### CONTACT

email : [pan@ifaacademy.eu](mailto:pan@ifaacademy.eu)

### SUBJECT MATTER EXPERTISE

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

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.

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.

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.

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".

## SPEAKING EXPERIENCE

- 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 conference as main speaker

- NASA - Astronaut Training Facility, ELC & Learning Symposium
- GAMA GLOBAL - LAMP ASIA 2020 Main platform
- MDRT Main platform 2020 - Annual Conference - MDRT speaks
- Focus session speaker MDRT Global Conference 2021
- Connexion zone speaker MDRT Annual Conference 2021
- MDRT Event CNP Argentina 2020 Keynote speaker
- MDRT Event Panama 2021 Keynote speaker
- MDRT Event Manulife Indonesia 2021 Keynote speaker
- GAMA GLOBAL - LAMP LATAM 2021 Main platform
- NAILBA Engage USA Annual Conference 2021 Main platform
- 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
- MDRT day Cyprus 2010, 2018 Keynote speaker
- MDRT Annual Meeting 2022 in Boston, USA - main platform speaker
- MDRT Annual Meeting 2022 in Boston, USA - ConneXion. Zone® speaker
- MDRT 2022 GLOBAL CONFERENCE - Sydney, Australia
- 2022 MDRT Top of the Table Annual Meeting in Santa Barbara, California, USA - Main Speaker



*keynote speaker  
MDRT Day Cyprus*

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

*Speech about innovation  
& digital transformation  
in Microsoft*

*keynote speaker  
MDRT Day Greece*



*MDRT Annual Meeting 2022 in Boston, USA  
main platform speaker*



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

## 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 -



## 11 GLOBAL InsurTech Innovation Awards

- Panos Leledakis - Founder & CEO - was named among the 25 Top InsurTech CEO's of 2020 (Technology Innovators).
- IFAAcademy has been named 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



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*My vision is to disrupt the financial and insurance consulting industry with our innovative software and methodologies. Our main goal is to re-engineer & rebrand the insurance advisor and redefine his role as the new digital insurable risk manager.*

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