

Maria Ferrante-Schepis

Expert Speaker • Author • President, Maddock Douglas



MEET MARIA

After more than 25 years as an executive in insurance and financial services, Maria's charge is to focus on businesses' most important opportunities for innovation, recognizing the significant public and government demand for change. Her mission is to enable like-minded professionals to proactively shape their own change before being disrupted.

Maria identifies, examines and provides an innovation roadmap to take advantage of opportunities in key areas — topics that are appropriate for executives and business professionals in any industry.

Maria co-authored the book, "Flirting with the Uninterested: Innovating in a 'Sold, Not Bought' Category." She is a frequent industry speaker and columnist for ThinkAdvisor and was named one of the 20 most creative people in insurance by National Underwriter.

SPOTLIGHT: MARIA'S BOOK

Flirting with the Uninterested: Innovating in a "Sold, Not Bought" Category

Do you sense that the insurance industry is headed for an upheaval? We agree. The industry is ripe for reinvention and the "sold, not bought" paradigm is ready for a shift.

This book is our contribution to helping leaders begin the journey to innovating in this regulated category.



Expert Speaker
Maria Ferrante-Schepis



Maria made the audience think differently, to not just be aware of impending disruption but, more importantly, to feel empowered to get ahead of it. It was provocative, yet also very relevant to our industry and was noted as the highlight by many of our attendees.

— *Ronald Klein, Geneva Association*

In an industry blessed with tradition but overshadowed by (largely) unoriginal ideas, hearing Maria present was such a breath of fresh air. She commanded the audience with her candor, authenticity, passion and humor.

— *GAMA 2016 Attendee*

IN-DEMAND TOPICS

Business Models of the Future

Learn how to detect disruptors to your business, uncover new consumer truths and perceptions, and get ahead of your competition.

KEY TAKEAWAYS

- + Signs of imminent disruption in your industry
- + What to do about it: growth strategy best practices

Authentic Communication

Organizations who embrace authenticity will capture major growth opportunities. Discover how to take positive action and get better results from your communications.

KEY TAKEAWAYS

- + The impact of authenticity on business results
- + Lessons learned from regulated & complex industries

The Skillsets of the Future

Understand the five competencies of innovation your team needs to build new, creative solutions to both existing and emerging challenges.

KEY TAKEAWAYS

- + The most critical skills for innovation
- + How to build and apply these skills in your teams



To book Maria for your next event, get in touch: speakers@maddockdouglas.com