

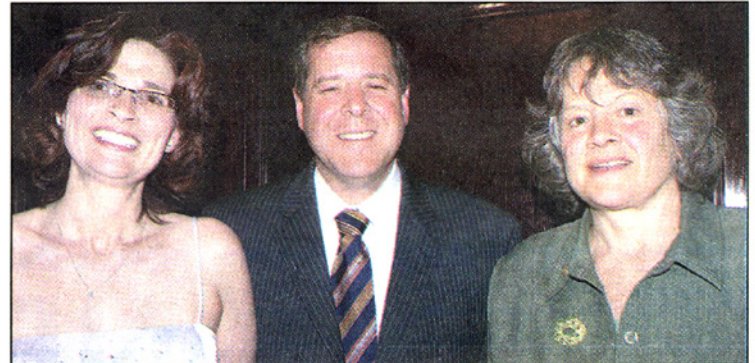


Insurance Brokers Association of Manitoba past president Irwin Kumka (right) makes a special presentation to Premier Gary Doer.



Newly appointed IBAM president, Wade Garriock with wife Kristin.

ALL PHOTOS MARIVIC TUAZON



Marilyn McLaren (right), Manitoba Public Insurance (MPI) president & CEO; Dan Guimond, MPI and Louise Guimond.

IBAM introduces new prez

The Insurance Brokers of Manitoba (IBAM) held their annual general meeting, conference and tradeshow between April 30 and May 2, 2008 at the Fairmont Winnipeg. IBAM represents 1,700 members across Manitoba and is a part of more than 30,000 members in the country, providing service and security to Canadians nationwide.

"The profession is going through some exciting times," said David Schioler, IBAM CEO.

IBAM has successfully brought both provincial and national attention to issues that concern its members, including the encroachment of bigger businesses on the independent broker.

"The prime minister and premier of Manitoba recognize the viable services that

the insurance broker provides to the community", Schioler adds. "Our services cannot be duplicated by the bigger businesses. We provide the customer with a wide variety of choices and products to best fit their needs."

The fear being that the bigger businesses may push products and services that best fit their agenda, and at the end of the day Schioler stresses that it should be the customer who benefits most.

Included in the three-day event was the official introduction of the newly elected IBAM president, Wade Garriock at the annual president's dinner & dance on May 1.

Garriock, a third generation broker, followed in the footsteps of his father and his grandfather before him by assuming the role of president of the association. Gar-

riock aims to keep the lines of communication open between the association and the government to ensure their concerns stay relevant. Other areas of importance include recruitment, training and professional development and education.

Ultimately the goal for IBAM is to ensure that the insurance broker remains the primary provider of insurance in Manitoba and maintains the best interest of the customer.

As they say in the insurance world: "your best insurance is an insurance broker."



David Schioler (left), IBAM CEO; Wade Garriock, IBAM president; Larry Watson, IBAM past president; Kevin Klein, Winnipeg Sun publisher & CEO.



Sharon Clarke of Nygard; with David Schioler, IBAM CEO; Premier Gary Doer.



Melanie and Danny Craig, president of Insurance Brokers Association of Canada.



Wade Garriock, IBAM president with wife.



IBAM past president Larry Watson with wife Michelle.