

Manitoba Profiles In Business Excellence



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IBAM's all-star cast of young brokers consists of left of rail front to back: Tara Chammartin, Rempel Insurance, Morris & former Young Broker Committee Member, Greg Barrows, C&C Agencies, Melita & IBAM Board Director, Mario Reimer, Lakeview Insurance, WPG & National Young Broker Network Chair, Katrina Hueging, Horizon Insurance, WPG & Provincial Young Broker Network Chair, Peter Tessier, Waggoner Insurance, WPG & IBAM Board Director, Ryan Garriock, Garriock Insurance, WPG & former Provincial Young Broker Network Chair, Curtis Wyatt, Wyatt Insurance WPG & IBAM Board Director, and Right of rail front to back: Wade Garriock, Garriock Insurance, WPG & IBAM President, Pamela Gilroy-Rajotte, MIG Insurance, WPG & IBAM Vice President, Vincent Chomey, Stonewall Insurance, Stonewall & IBAM Board Director

IBAM

Insurance Brokers Association of Manitoba

IBAM CEO Dave Schiöler believes the future is bright for property and casualty insurance brokers in Manitoba. Schiöler contends that one of the most significant reasons for this lies in the all-star cast of young brokers looming on the horizon.

In its role as a not-for-profit trade association representing upwards of 95 per cent of all independent property and casualty insurance brokers in Manitoba, IBAM is the singular voice of over 1,700 member insurance brokers who drive billions of dollars in business annually. The Association's activities are based upon five solid pillars of purpose: political action; education, training and professional development; insurer relations; public and consumer relations; and member relations and communications. IBAM's overall mission is to ensure that insurance brokers are the primary provider of insurance products and services in Manitoba, and to fulfill this mission successfully, IBAM's executive sees as key a definite focus on the interests of consumers.

IBAM represents its members publicly and professionally, working on their behalf with MPs, MLAs and regulators, and with both Manitoba Public Insurance and private sector insurers who support the broker distribution system. By educating and influencing governments and insurers in the interests of its members, thereby influencing positively the mutual interests of the general public, the insurance consumers, IBAM creates maximum impact on the public and business environments in which its members live and operate.

Schiöler is quick to advise anyone of the building contribution that the province's younger generation brokers are making. He points out that those brokers — ranging in age from approximately 25 to 40 — are not only adding significantly to the professionalism offered to Manitoba insurance consumers, but

they are also providing a vast influx of human capital into Manitoba's charitable and community arenas. The industry's younger brokers have in fact been actively involved in the Canadian Blood Services "Blood Donor Challenge", Children's Wish Foundation Lip Sync, Young Broker Golf donating to charities annually, the Christmas hamper program, and more. IBAM is also predicting a healthy future as a result of its education programs, having announced at its annual conference in May of this year the graduation of over 60 CAIB graduates who completed successfully the rigorous Canadian Accredited Insurance Broker program.

Many of the younger P&C brokers in Manitoba have come up through the Association's Young Broker Network, (YBN), which has now matured into a meaningful and regular contributor to IBAM's success. IBAM President, Wade Garriock, is one shining example of the quality of insurance broker who has risen through the ranks of the YBN.

"A fundamental strength of IBAM's vision and capacity is its ability to arrange the resources and expertise of a large association to help individual members maintain their independence and yet build and utilize the power and influence of a much larger organization. The younger brokers in the IBAM membership pool of personalities have emerged as clear examples of such a broad array of the collective resources, talent and experience that accomplishes just that," says Garriock.

At the end of the day, Manitoba's young, professional, P&C insurance brokers provide for consumers a wide range of insurance products at affordable prices in home, auto, farm and business insurance. AND just imagine — on top of all that — they are just fun, enthusiastic and energetic people to be around. The future is indeed bright.



Dave Schiöler IBAM CEO

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- Wade Garriock

