

# IBAM, IBABC welcome new presidents

CHANGES at Crown insurers are on the agendas of new broker association presidents in Manitoba and B.C.

Peter Tessier of Waggoner Insurance in Winnipeg succeeds Pamela Gilroy-Rajotte as president of the Insurance Brokers Association of Manitoba.

Manitoba Public Insurance recently announced that as of this month Manitobans would register for driver education classes and book testing appointments at Autopac agencies rather than high schools.

Mr. Tessier said this will mean a little more work for brokers, but it will also bring potential customers into their offices.

In the bigger picture, his focus for the year ahead is to promote the broker channel in general.

“We have to go out and ensure that as an association that brokers are the preferred choice for insurance products and services,” he said.

The biggest pressure on his members isn't competition from direct writers so much as it is the difficulty of maintaining a viable business model in small, rural communities.

“You have to make sure that . . . there are trained professionals in communities available for people, giving complex financial trans-

actions,” Mr. Tessier said.

Maurice Poulin, the new president of the Insurance Brokers Association of B.C., is the third-generation owner of Poulin Insurance in Nelson, a picturesque town in the southeastern corner of the province.

He said he's fortunate that there are no urgent crises facing the association at the moment, but he is expecting there will be work to do implementing the Insurance Corp. of B.C.'s proposed rate-setting model, which goes before the B.C. Utilities Commission this summer.

Beyond that, he expects to see regulations accompanying the province's revised Insurance Act in the near future and is making sure directors and members are well prepared when the federal Bank Act comes up for revision again next year.

Both incoming presidents said consolidation and the resulting reduction of full members will continue to be of concern for the associations.

■ The Insurance Brokers Association of Alberta will have a new ceo from July 1 with George Hodgson — who was hired last June as executive officer, government relations — succeeding long-time chief Harold Baker, who is retiring.