

Manitoba Profiles In Business Excellence



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Dear Reader,

Thank you for taking the time to enjoy the first issue of Manitoba Profiles In Business Excellence.

Contained in the following pages is a selection of people who have made Manitoba their home and in doing so, have embraced Winnipeg and its thriving academic and business communities. All of them have found a way to leverage all that our province has to offer and become successful in their own chosen fields.

Success comes in many forms and has many definitions. Our belief is that success is defined not only by the individual, but also by markets, peers and competition. Each of those profiled within these pages, meets that characteristic.

When we set out to create "Profiles" we wanted to take a look at successful people from different walks of life and chosen professions. We wanted to feature "impact" people, people who may have influenced the lives of many of our readers, Manitobans, Canadians and even the world with either their products or services.

There are an incredible number of significant people in Manitoba, which meant the task of selection was overwhelming. In the end we chose to approach people whose stories, we thought would interest our readers most.

We think successful people have an energy about them that is contagious. We felt it when we were putting this publication together. We hope you get the same feeling as you make your way through the first edition of Manitoba Profiles In Business Excellence.

Warmest Regards,

Ed Huculak
Publisher and Chief Executive Officer
The Winnipeg Sun



Dave Schiöler

IBAM

You would be hard pressed to call Dave Schiöler lazy or suggest he lacks ambition.

Schiöler, CEO of the Insurance Brokers Association of Manitoba (IBAM), has no fewer than four university degrees.

His career pursuits over the years have included the following: professional hockey player, high school teacher, lawyer, political candidate, director at clothing giant Nygård International and CEO of a successful internet pharmacy, all before his 49th birthday.

"It's kind of a logical flow if you look at it. It's a progression of education and experience," Schiöler says.

The Montreal-born businessman initially dropped out of university to play hockey with the New Jersey Aces in the Eastern League but eventually returned to earn degrees in arts and education.

Teaching students at St. James Collegiate gave him a new appreciation for the power of learning. "I started to become a real life-long learner. You have so much to learn and it never stops. I've carried that with me," he says. "I continue to strive and learn."

He headed to Dalhousie University next, became a lawyer and worked in private practice for a decade. In 1993, he ran for a seat in the federal election, backed by Kim Campbell, but lost to veteran politician John Harvard.

"We ran in a year where the Conservatives just got decimated at the polls," says Schiöler, who has plans for another foray into politics down the road. "The Party was left with two seats in the country."

After a final stint in university, this time to get his masters in business administration, Schiöler made his move into the business world.

He put his skills to use at Nygård as director of administration and general counsel before cashing in on the Internet pharmacy boom as president and CEO of ADC Health Management. He travelled the world for the online company before divesting his interests in the industry and joining the IBAM last year.

It's clear Schiöler likes variety, which is exactly why he believes his current role is a perfect fit.

"It's multi-faceted," he says.

Schiöler keeps busy facilitating insurance licensing education in the province, orchestrating trade shows and conferences, getting to know the Association's 1,500 members and lobbying government on behalf of a broker force that drives billions of dollars in business annually.

A major priority right now is preventing a change in the federal Bank Act that would allow banks to sell insurance at their branches. Credit unions are also looking to get into the insurance game.

"In the interests of consumers, we're pushing very hard to keep the laws status quo," he says.

Married to Nygård's manager of PR, Sharon Clarke, and a father of three boys ages 10 to 16, Schiöler hasn't hung up his hockey skates just yet. He coaches for his kids, teams and also plays with a well known recreational team, the Winnipeg Steelers.

Schiöler attributes his success off the rink to surrounding himself with good people. He found inspiration early on from a hockey coach who urged him to push on no matter what.

"He said to just persevere and never give up. Work hard. Play hard. And no matter what you do the night before, get up and answer the bell."

"Maintaining positive industry and government relations is a major aspect of what we do at IBAM."



Favourite foods:

Mona Lisa pizza

Favourite wine:

A quality Amarone

Favourite vacation spot:

Lake of the Woods and Belfast

Favourite music:

Spirit of the West song, Home for a Rest

First job:

Grocery stock boy at Victoria Beach - age 13

Business tip:

Treat people very well