



Sitting left to right are Dave Schiöler, (Chief Executive Officer) and Larry Watson, (President).  
Standing left to right are Irwin Kumka, (Past-President & Chair), Scott Feasey, (President-Elect) and Wade Garriock, (Vice-President).

# The IBAM Executive

## INSURANCE BROKERS ASSOCIATION OF MANITOBA

“The best players are made better when they play as a great team,” says Dave Schiöler, CEO of the Insurance Brokers Association of Manitoba. “At IBAM, the name of our game is team leadership through advocacy and education.” And Schiöler has the players to back him up in all the Association’s goals. The executive team represents a wealth of experience, which along with lawyer and businessman Schiöler, includes President Larry Watson of AON, Past-President Irwin Kumka, President-Elect Scott Feasey and Vice-President Wade Garriock. Working together, they ensure that IBAM is able to provide the service and support that will enable members across the province to achieve success.

In its role as a not-for-profit trade association representing upwards of 90 per cent of all independent property and casualty insurance brokers in Manitoba, IBAM is the singular voice of over 1,500 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: 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 the 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 our members, thereby influencing positively the mutual interests of the general public, our insurance consumers, we create maximum impact on the public and business environments in which we live and operate,” Schiöler explains.

A fundamental strength of IBAM’s vision and capacity is its ability to pool the resources and expertise of a large association to help individual members maintain their independence, but with the power and influence of a much larger organization. The executive team at IBAM is a clear example of such a broad array of the collective resources, talent and experience that accomplishes just that.

During his 33 plus years in the industry, IBAM President and Ivey Business grad Larry Watson has shown and continues to display his commitment to promoting a team effort. Watson, who has vast experience as a broker, risk manager and as an insurer, cur-

rently leads a strong team as Regional Client Services Manager at powerhouse brokerage AON.

Past-President and Chair, Rotarian Irwin Kumka, executive VP and sales manager for Ryan Gateway Insurance Brokers Inc. brings a wealth of insurance and community knowledge to the table. Says Kumka; “Knowing this community helps me recognize the need for IBAM to continue providing advice and support to its members throughout the province, allowing them to remain ahead of the curve with changes in contemporary business practices, technical material and information technology.”

IBAM is clearly dedicated to furthering the profession and providing every possible support for its members along the way. The executive team at IBAM works tirelessly to increase the profile of insurance brokers as professionals. As was recently and publicly noted by both the Prime Minister of Canada and the Premier of Manitoba, along with its members IBAM contributes significantly to our national, provincial and local fabrics through enormous contribution and effort in the community and charitable arenas.

Education, planning, research and professional development activity are also at work to help the Association protect members’ interests and prepare for anticipated and unexpected change. President-Elect, Scott Feasey, a principal at Ranger Insurance who recently completed his Canadian Risk Manager accreditation, emphasizes that “Education, training, professional development and recruitment provide the IBAM team with core strategies for strengthening this industry for the future.”

Vice-President, Wade Garriock of Winnipeg’s Garriock Insurance, himself 17 years in the industry and a former high school football player whose father, David and grandfather, Doug both previously served as Presidents of IBAM, sums up the Association’s team concept in a few simple words: “Working together allows us to contribute much more versus several, scattered points of view; it makes our varied yet concerted goals that much more readily obtainable.”

CEO Schiöler concludes; “At the end of the day, professional insurance brokers provide for consumers a wide array of insurance products at affordable prices. Insurance remains a constant and vital component in the growth and stabilization of our economic viability as a province and as a nation. Our executive team and Board at IBAM enjoy immensely contributing to this dynamic relationship.”

“*Insurance remains a vital component in the growth and stabilization of our economy*”

