



There's never been a better time to talk to a broker

April is Insurance Broker Month in Nova Scotia

Why choose an insurance broker?

By Glenna Boudreau, CAIB
President, IBANS

The purchase of an insurance policy is one of the most important decisions we make in our lives. It protects the many assets we have worked hard to acquire, such as our Homes, Automobiles, or Businesses. To this end brokers can offer four distinct advantages.

Choice: Brokers have access to a wide selection insurance product through various insurers. Once a broker has properly assessed your individual insurance needs they do the shopping for you, to find you the right coverage at a competitive price.

Service: Brokers are located in every small town across Nova Scotia. We are proud of our "main street" presence and are pleased to provide personal and professional service to our clients. We are there to assist you during the buying process, day to day servicing, or guiding you through the claims process.

Professionalism: Brokers are licensed professionals. They bring their experience and judgment to their role as your personal insurance advisor. Most important, they are free to make impartial recommendations. Their first and only responsibility is to serve your interests, so it's advice you can trust. Insurance brokers work to a principle of utmost good faith. IBANS members are also bound by the Federal Privacy Act as well as our very own Code of Ethics.

Claims Advocacy: At the time of a claim is when brokers truly shine. Brokers have the expertise to guide you through this stressful time ensuring that you are treated fairly and empathetically throughout the process.

Place your trust in a local broker, a person who works and lives in your community, who is more able to understand your specific needs.



2015 Insurance Award Recipients: (L to R) Patricia Calder, MacLeod Lorway Insurance Group – Client Service Award; Suzy Maclellan, Founders Insurance Group – Professional Development Award; Robert Wilson, R.K. Wilson Insurance Services – Volunteer Service Award; James Mizzi, Macdonald Chisholm Trask Insurance – Young Broker of the Year; Robert Wrye, Portage Mutual Insurance Company – Insurance Representative of the Year; Connie Anderson and Haley Anderson, Anderson Brown Company Insurance – Brokerage of the Year.

A Night of Celebration: IBANS Awards and Graduation

On April 14, 2015 IBANS held its Annual Awards & Graduation, honouring the 2014/2015 CAIB Graduates and Insurance Award Nominees.

The event, which took place in Halifax at the World Trade & Convention Centre, was an evening of celebration with more than 170 guests in attendance to celebrate the broker community and the top achievements made in the industry.

"This is a great opportunity to celebrate excellence in our profession" says Karen Slaunwhite, Executive Director of IBANS. "As professionals, insurance brokers set the bar high in all they do, and we are so proud to have the opportunity to recognize all the great work they do for their clients on a daily basis."

As well as recognizing our Graduates and Award Nominees, IBANS also acknowledged one of its members, Steve Earle who recently went above and beyond, not as a broker but as a concerned individual.

Steve assisted another passenger to exit the Air Canada Flight which experienced a hard landing in Halifax a few weeks ago.

Awards for students who achieved the highest mark for CAIB 1 and overall top CAIB average were presented at the ceremony.

Marianne Greene, D.R. Hayman Insurance was the top CAIB 1 student. There was a tie for the top CAIB average; Marianne Greene and Elisha Deamel, AA Munro Insurance, Ballam Branch.



The Honourable Stephen McNeil, Premier of Nova Scotia, signs proclamation declaring April as Insurance Broker Month in Nova Scotia. With the Premier are Karen Slaunwhite, Executive Director, IBANS (left) and Glenna Boudreau, President of IBANS (right).

The IBANS Awards were presented in the following categories:

- Brokerage of the Year** – Anderson Brown Company Insurance
- Client Service Award** – Patricia Calder, MacLeod Lorway Insurance
- Volunteer Service Award** – Robert Wilson, R.K. Wilson Insurance Services Inc.
- Insurance Representative of the Year** – Robert Wrye, Portage Mutual Insurance
- Young Broker of the Year** – James Mizzi, Macdonald Chisholm Trask Insurance
- Professional Development Award** – Founders Insurance Group

Stormwater Workshop Series

IBANS has partnered with the Clean Foundation to offer FREE workshops around the province providing homeowners with creative solutions to assist in dealing with stormwater runoff.

With a changing climate water has become a major concern in many communities. These workshops will educate communities on individual actions that can be taken to mitigate stormwater problems.

Downspout Planter Box Construction Workshop

During this workshop, participants will be guided through the construction of two stormwater planter boxes. One will be installed at a business in the Town of Yarmouth to serve as a demonstration project for the public, and the other will be raffled off to workshop participants.

Date: May 30 (Rain date: May 31)
Location: Bread & Olives Café, 11 Parade St, Yarmouth
Time: 10 a.m. to 2 p.m.

Build Your Own Rain Barrels

Participants in the workshop will be given one 55 gallon HDPE barrel that they will convert into a rain barrel and taken home at the end of the workshop for FREE! Workshop participants will be provided with the tools and equipment to install a downspout connector, spigot and overflow valve. Limited seating.

Date: May 16, 2015
Location: Glasgow Square by the River, 155 Glasgow Street, New Glasgow, Nova Scotia
Time: 10 a.m. to 3 p.m.

Stormwater Cycling Tour – Halifax

The Clean Foundation will be hosting a stormwater cycling tour around the City of Halifax to explore some of the innovative ways stormwater is being managed in the HRM. (bike required)

Date: June 7; rain date – June 14
Location: 6225 University Ave., in front of Dalhousie's Killam Memorial Library
Time: 10 a.m. to 2 p.m.

Lunch will be provided after the cycling tour.

For information on any of these workshops or to register visit <http://clean.ns.ca/programs/water/community-stormwater-workshops/> or call the Clean Foundation at (902) 420-3474

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