



# TRISURA

GUARANTEE INSURANCE COMPANY

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## Sizzling Summer For Trisura...

Since our last update in April, Trisura has grown with the addition of 6 experienced underwriting professionals in our Calgary, Toronto and Montreal offices. All are welcome additions, reinforcing and adding depth to our existing Surety and Corporate Risk teams.

**Kathy Jo North** joins us as Manager, Corporate Risk. Kathy Jo is responsible for broker relationships and underwriting all Corporate Risk products in our Toronto office. Kathy Jo will also be supporting all of Trisura's offices as we look to start underwriting media liability insurance this fall. Previously, Kathy Jo worked for a multi-national media liability insurer as their Canadian representative. Kathy Jo can be reached at [kathyjo.north@trisura.com](mailto:kathyjo.north@trisura.com).

**Karen Wilson**, Underwriter, Corporate Risk. Karen is responsible for the underwriting of Corporate Risk business in the Toronto office. Prior to joining Trisura, Karen worked as an underwriter for a multi-national insurance company focusing on Directors' and Officers' Liability and Professional Liability. Karen is currently working towards her CIP (Chartered Insurance Professional) and RPLU (Registered Professional Liability Underwriter) designations and can be reached at [karen.wilson@trisura.com](mailto:karen.wilson@trisura.com).

**Matt Baynton**, Senior Underwriter, Surety is responsible for broker relationships and underwriting out of our Toronto office. Matt is an experienced surety underwriter and most recently held an underwriting position with a large multi-national surety company. Matt holds his BBA and is a Certified Management Accountant and can be reached at [matt.baynton@trisura.com](mailto:matt.baynton@trisura.com).

**Jamie Collum** joins our Surety operation as an Underwriter and is responsible for broker relationships and underwriting out of our Toronto office. Most recently, Jamie held a position as a Financial Analyst with a large multi-national surety company. Jamie's educational background includes an Honours B. Comm. with a specialization in Finance. Jamie can be reached at [jamie.collum@trisura.com](mailto:jamie.collum@trisura.com).

**Lina Rahimi** joins our expanding operations in Calgary as Underwriter, Surety. Lina is responsible for broker relationships and underwriting in the Prairie region. Lina attained her Bachelor of Commerce Degree from the University of Calgary with a major in Finance and Risk Management. Lina has worked in the banking industry for 4 years with a focus on personal lending and investment products. Lina can be reached at [lina.rahimi@trisura.com](mailto:lina.rahimi@trisura.com).

**Frederic Beauregard** recently joined Trisura as Underwriter, Surety in our Montreal office. Frederic is responsible for broker relationships and underwriting in the province of Quebec. Previously, Frederic was an underwriter for a multi-national surety organization. Frederic has a Bachelor of Accounting Degree and a CMA degree and can be reached at [frederic.beauregard@trisura.com](mailto:frederic.beauregard@trisura.com).

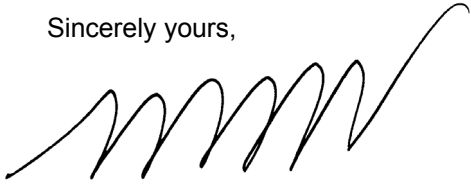
**Corporate Risk Continues to Innovate** – The next few weeks will prove to be very exciting for our Corporate Risk operations as we look to launch 5 new products in order to meet the needs of our broker partners. With Kathy Jo's arrival we will be expanding our professional liability writings to include Media Liability insurance. Other products being launched include a High-Tech Errors and Omissions Policy and our long awaited Office Package Policy (Property and CGL). Watch your email in-box for product launch information as we start to roll-out these towards the end of September.

**Surety Operation Continues to Build** – Our Surety operation continues to experience strong growth. To the end of August, our year-to-date surety revenue is in excess of \$7.5 million. We have received tremendous support from our broker partners across Canada and have established a strong diversified portfolio of surety accounts.

Business continued to be strong across all lines during the summer months and, as we head towards fall, we anticipate an outstanding conclusion to our first full fiscal year of writing business. In the first 8 months of the year, we have exceeded our expectations by writing more than \$11.5 million in gross written premium.

Once again, on behalf of the entire team here at Trisura, we thank you for your continuing support and the confidence you have placed in us.

Sincerely yours,



**Michael George**  
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