

## RICHARD GRANT Vice-president with Trisura Guarantee Insurance Company

*Canadian Design and Construction  
Report special feature*

Richard Grant began his career in the surety industry in 2003 after graduating from the University of Lethbridge with a Bachelor of Management majoring in Finance. Just over 10 years later he is vice-president with Trisura Guarantee Insurance Company.

"I hadn't initially planned on a career in insurance," Grant said. "Once I was introduced to surety and understood the responsibilities of the role, I was interested in the diversity the industry offered."

He says the diversity of analyzing the risk within various industries, business and projects is both interesting and challenging. Added to the challenge was his age. "Imagine being fresh out of university, building relationships and trying to provide advice to a business owner who had been in the industry for decades."

He said his success in overcoming the age-related circumstance came from really listening to his clients' challenges, and hearing their issues and concerns first instead of going in with preconceived ideas and solutions.

Nine years ago he moved from a large international insurance company to the then-small Canadian start-up called Trisura. "Building a company from the ground up has been a tremendous challenge and a tremendous opportunity to have been part of bringing Trisura. To the point of being a substantial business has been very rewarding."

Today Grant is a seasoned professional who has demonstrated his skill and knowledge in the profession. His greatest challenge in recent years has been the speed of change. He says economic times, technology, contract language, and new procurement



methods and risk and are constantly changing, requiring a focused effort to follow.

"In working with clients it becomes even more important to listen, especially to how they have been impacted by the changing times."

Grant says he is constantly reading, attending association events and taking advantage of online webinars and other learning opportunities to ensure he is able to provide the best and most current recommendations to clients.

Even after more than a decade in the industry, he says every day is new and different and the constant learning creates a dynamic and interesting environment. "The people you get to work with, both within the construction industry and within the surety business are what this is all about."

His advice to anyone considering their careers: "I would suggest creating a plan but at the same time be open to new opportunities as they arise."

An advertisement for Trisura. On the left, a young boy with a surprised expression wears a yellow hard hat, a dark suit, and a green tie. He is holding a rolled-up document. A circular graphic overlay contains the text: "It's not what we do that makes us different, it's how we do it". On the right, a green background contains the text: "Surety Solutions Built Your Way", "Learn more about our Contract, Commercial and Developer Surety products at [www.trisura.com](http://www.trisura.com)", and the Trisura logo with the tagline "a step above".