DAVID SCOTLAND
35, VP of finance and controllers
TRISURA GUARANTEE INSURANCE COMPANY

When Trisura CFO and co-founder John Garner met David Scotland at PwC, he knew Scotland was a go-getter. “Dave has always had great enthusiasm for his job,” Garner says. “Keen’ may be an understatement.” When Garner needed support in finance and accounting, he says, hiring Scotland was “a no-brainer.” Since coming onboard at Trisura, Scotland has helped take the company to a new level, playing an active role in managing Trisura’s investments and enterprise risk. “Dave is always taking the initiative and relishes new challenges,” Garner says. “He is constantly refining internal management reports to make them more useful to the management team, and looks for their input on further additions and enhancements.”

SHERIF GEMAYEL
35, president
SHARP INSURANCE

Since opening Sharp Insurance in 2009, Sherif Gemayel has pushed the limits of technology and online lead generation. That determination is paying dividends – Sharp Insurance is one of the fastest-growing brokerages in Western Canada, and was ranked the country’s top brokerage this year by Insurance Business Canada. Gemayel also has been recognized with the Business in Calgary Leaders Award for his contributions to the community.

DANIEL MOSES
30, VP of specialty commercial
EVEREST CANADA

Daniel Moses entered the insurance industry right out of high school in 2003. Beginning as a receptionist and technical assistant for a national MGA, he worked his way through the ranks to his current position. Moses has a broad understanding of all aspects of the business, which has helped him excel throughout his career. In his previous role at Totten Group, he led the company’s conversion to paperless offices across Canada. Moses is also quick to share his knowledge with anyone who needs it, mentoring junior staff and giving freely of his personal time to educate his colleagues at Everest and in the industry at large.

GAVIN MOSLEY
34, senior account executive, group benefits
PALLADIUM INSURANCE

Gavin Mosley entered the insurance industry after graduating from college in 2005. His technical expertise and ability to simplify complex financial concepts quickly made him a favorite with his clients. When he joined Palladium Insurance in 2011, Mosley continued his track record of success. Given the mandate to develop and grow the company’s group benefits division, Mosley has quadrupled the division’s revenues. In 2014, he was recognized by Great-West Life as one of the top associate brokers in the country.
Karen Traynor joined Trisura a year into its operation and has been integral to the company’s success. After working as an underwriter for a few years, Traynor moved to the head office, where she now helps run the corporate risk operation. Involved in all facets of Trisura’s business, Traynor has been integral in the implementation of the company’s main underwriting system. She also spearheaded Trisura’s transition to a paperless office system, works on the company’s overall reinsurance structure, and liaises with brokers and reinsurers to bring them Trisura’s message.
LEIGH-ANNE MINAKER
25, selling CSR, GAMBLE INSURANCE

Leigh-Anne Minaker started out at Gamble Insurance as a CSR in 2011, and was promoted to a selling CSR in January 2013. A top producer, she was recognized as one of Insurance Business Canada’s elite brokers in 2014. Minaker sits on the board of directors of the St. Thomas Elgin Insurance Brokers Association. Thanks to her passion for the industry, Minaker is highly...

MATTHEW NEWMAN
32, manager, surety TRISURA GUARANTEE INSURANCE COMPANY

One of Trisura’s top employees, Matthew Newman has demonstrated an ability to learn quickly, then turn that knowledge into results. That ability, coupled with a commitment to the industry, makes Newman a valuable educational resource. “Matt is always looking out for the greater good of the business, and not just in his own role,” says Trisura’s Chris Kucman. “In addition, he’s always looking to help his peers grow and learn through mentoring and training initiatives.”

JASON SHARPE
34, owner/principal STEERS INSURANCE LIMITED

Jason Sharpe owns Steers Insurance Limited, along with his brother, Jeff, and their father, Wayne. With 10 offices across Newfoundland, the company is one of the largest insurance brokers in the province. Steers sits on the board of directors of the Insurance Brokers Association of Newfoundland, and is chair of the province’s Young Brokers Association, which he co-founded in 2005. “I became involved in the IBAN board because it’s a great way to meet people of similar interests – people passionate about the things we do in this industry,” Sharpe says. “I also think it’s a way to give back to the industry. And I think it’s fair to say I wanted to earn the respect of other brokers and insurance people by letting them know I was serious about the business.”

JEFFREY CHARLES
32, managing partner, international JONES BROWN

Jeffrey Charles has worked wonders for Jones Brown. He established the company’s membership as the exclusive Canadian broker in the BrokersLink global network, a formalized network of independent brokers from around the world. “Through Jeff’s efforts, we became the Canadian BrokersLink partner in September of 2014,” says managing partner Peter Bryant. In the short time Jones Brown has been a member, BrokersLink has already been a source of significant revenue for the company. Charles also has been the firm’s top producer for the last three years, and has been recognized as one of the country’s top insurance professionals under 40.