

A close-up photograph of a clenched fist, with the hand and fingers covered in dark, gritty particles. The fist is holding a circular medal. The medal has a gold-colored border and a textured center. The text on the medal reads "Insurance BUSINESS" at the top, "YOUNG GUNS" in large bold letters in the middle, and "2015" at the bottom. A red and white striped ribbon is attached to the top of the medal. The background is a bright, hazy sky with some light clouds.

YOUNG GUNS

The talented young professionals of the insurance industry in Australia

WELCOME TO the *Insurance Business* annual Young Guns report. We asked you to nominate young insurance professionals from brokerages, insurers, underwriters and insurance law practices around the country. The result is an outstanding list of rising stars aged 35 and under, all of whom are working hard in insurance and have the potential to shape the industry of the future. A quick glance at the young gun profiles on the pages that follow should leave you in no doubt about the capable hands into which the industry will eventually fall.





KRISTY HUMPHRIES

**Property underwriting manager –
Victoria & Tasmania
ACE INSURANCE**

Kristy Humphries' current client list includes some of Australia's foremost companies, and she's tasked with underwriting some of the largest property risks in the country.

Humphries joined ACE in Brisbane and quickly established herself as a skilled team leader and expert underwriter of property risks. She successfully re-profiled the Queensland property portfolio, expanding the distribution network and strengthening relationships with key brokers. In 2014, she secured over \$3m in new business.

Humphries currently serves as Australasian joint vice president of the Young Insurance Professionals (YIPS). She's a keen mentor of young underwriters at ACE, coaching and developing underwriting team members, assisting in their advancement through the various levels of ACE underwriting authority.

Humphries is also a strong advocate for women in insurance. Last year, she was a guest speaker at the Queensland Women in Insurance End of Financial Year Luncheon. It's her aim to inspire other women in the industry to focus on their personal and professional development, in order to maximise their career potential.

Looking to the future, Humphries hopes to work in the Asian Insurance Market and join ACE's senior management team.



VANESSA YAP

**Associate, Insurance Group
HOLMAN WEBB LAWYERS**

Vanessa Yap has provided expert legal advice to the insurance industry for almost 10 years. Within two years at Holman Webb, she was promoted to associate level as a result of her commitment to the industry and client service standards.

Yap has responsibility for a complex portfolio, which includes heavy and domestic motor vehicle property recovery claims, general negligence and nuisance liability disputes, and demurrage and loss of profit claims. She's co-instructed on two high profile cases that had a significant impact on the insurance industry and its operation. She was also instrumental in developing a free education program to assist brokers, underwriters and claims managers in understanding complex areas of insurance law.

Yap is a mentor to junior lawyers within Holman Webb and is part of the firm's 'Emerging Leaders' program. She aspires to be a partner in the Insurance Group, with a strong mentoring focus on young female lawyers. She hopes to promote diversity in the workplace and lead by example by becoming the first Asian female insurance partner.

ATELE TOMA

**Senior underwriter – accident and health
ARCH UNDERWRITING AT LLOYD'S AUSTRALIA**

Atele Toma has been integral in building Arch's profile in the accident and health market in Sydney, and it's said she's cemented herself as one of the best sports personal accident underwriters in the market.

Toma has been tasked with growing a portfolio from scratch in the current soft climate, but has met that challenge head on and grown a profitable book of accident and health business in a short time, the result of having built strong and lasting relationships with her broker network.

Toma is focused on continued career development and learning, and hopes one day to be running Arch's accident and health book in the region.



GEORGIA VAVASOUR

**Market manager, Australia and New Zealand
HDI-GERLING**

With over 10 years' experience in insurance, Georgia Vavasour is not one to maintain the status quo, constantly looking for new opportunities and thinking outside the square.

She heads up distribution for HDI-Gerling in Australasia, managing all market relationships across the business throughout the A/NZ region, developing strategic partnerships, leveraging multi-line placements and capabilities, delivering on HDI's mid-market strategy and creating product-based initiatives.

Vavasour has successfully managed one of the largest management liability portfolios in the country, maintaining stable profitability and consistently delivering triple and double-digit growth over a four-year period. She's consistently been recognised for outstanding broker relationship management and creatively negotiating production obstacles.

A champion of diversity of thought within the industry, Vavasour is keen to lead and foster efforts with regard to the number of women holding senior positions in insurance.



ROXANNE HEIBLOEM

**Principal
ROXANNE INSURANCE BROKERS
(AR OF WESTCOURT GENERAL
INSURANCE BROKERS)**

Roxanne Heibloem started her own company in August 2014, as an authorised representative of Westcourt General Insurance Brokers.

Starting as the sole broker, she now employs three staff members and has opened her own office. The company has experienced significant growth in its first year, and that growth looks set to continue with the engagement of a further AR.

Heibloem is a believer in work/life balance, reflected in her company culture. She has created opportunities for her employees to work flexible hours that accommodate family and other commitments. Given research indicates that younger workers will increasingly demand more flexible employment arrangements, it's employers like Heibloem who are perfecting the template for the kind of business that can meet those expectations.

Heibloem hopes that, as her business continues to grow, she'll be able to support and mentor young up and coming brokers in general insurance.



JARED KAPLAN

**Commercial state
manager, Queensland
ZURICH**

Jared Kaplan leads Zurich's Queensland operation and is known not only for his high energy and passion for promoting a high performance and results-driven culture, but also for his flexible approach to work where the focus is on output rather than hours.

In 2013, Kaplan was selected to be part of Zurich's future leaders program. Since then, he's exceeded sales targets across multi-lines and managed to turn around performance of previously non-producing brokers GWP into multi-million dollar brokers. He continuously delivers significant new business and retention results.

He has set his sights on securing an executive management role within the next seven years and is also interested in pursuing global opportunities. Kaplan advocates for a higher level of professionalism and more holistic approaches to industry challenges.

JACINTA SIMPSON

**eBusiness advisor, intermediary distribution
QBE AUSTRALIA**

Jacinta Simpson provides training and support for QBE's electronic platforms throughout Western Australia.

In 2011, Simpson completed QBE's graduate program and, in 2013, became part of the QBE eEquip program, which invests in the development of the next generation of insurance leaders. She has also participated in NIBA's mentoring program and was nominated last year in QBE's recognition program, which rewards employees who consistently live the insurer's values.

Most recently, Simpson has been on secondment leading a project across WA to improve QBE's processes for brokers. That project aims to deliver a more streamlined and efficient business system for both brokers and the organisation.

Simpson looks forward to continue working with brokers to assist them in achieving their business aspirations. She's passionate about the intermediated sector and hopes to become a leader in the space.



SELOUS NYAKUNU

**Casualty underwriter
AIG**

Selous Nyakunu's passion and drive to deliver results have put him on the path to becoming a future leader at AIG.

His role requires him to explore new opportunities for business growth through other commercial lines including property, environmental and financial lines. He's also responsible for managing market-facing relationships with brokers.

Early in 2014, Nyakunu secured a large deal for a multinational telecom account, the eventual result said to be a testament to his resolve, industry knowledge and relationship management skills. Nyakunu has also been instrumental in re-engaging a number of dormant relationships with key mid-market brokers.

Nyakunu hopes to one day return to his birthplace in Africa and continue to deliver the One AIG approach he's said to live and breathe every day.



AMY STEAD

**National relationship manager, Steadfast
CI partner solutions, broker business,
IAG COMMERCIAL INSURANCE**

Amy Stead holds one of the most important roles in CGU's broker business, tasked with managing the insurer's relationship with Steadfast, Australia's largest broking network. *Insurance Business* has been told Stead's experience, industry knowledge, passion and drive for insurance and the value it brings to customers and communities are what makes that relationship such a success.

Last year, Stead led a strategic analysis of the Steadfast relationship when the CGU and Lumley brands were being brought together. Her work enabled CGU to maintain its engagement with Steadfast during the integration of the Wesfarmers insurance businesses, ensuring the momentum and value of the relationship was maintained.

Described as a huge supporter of the broker distribution channel, Stead was previously a member of NIBA's mentoring committee. She says she's determined to be a role model for the industry and to lead and shape it in whichever capacity she can.

TATE HARRIS

Account executive

ALLINSURE (CAR OF INSURANCE ADVISERNET AUSTRALIA)

In April, Tate Harris was announced as our eighth-ranked broker in the 2015 Elite Brokers Top 30 list.

Harris has spent over seven years in broking and has worked with a broad range of clients across a number of industries. He specialises in construction and property-related risks. Harris is currently mentoring a team of three staff members. His colleagues say he's developed a strong skillset in tailoring risk solutions to suit different business and industries. They also report that his dedication to his work and drive to provide quality advice and service to clients makes him a highly valued member of the allinsure team.

Looking ahead, Harris is looking to work towards earning a business partnership and understanding the essential elements that help drive a business.



SCOTT WOODWARD

**International program sales specialist,
Global corporate division
ZURICH**

Scott Woodward is a high achiever in and outside of insurance.

He works with customers and broking partners to ensure the Zurich Global Corporate proposition is delivered, ensuring the effective structuring, production coordination and servicing of global programs worldwide for multinational companies.

After graduating from high school, Woodward was selected by Zurich to undertake a cadetship that allowed him to experience and work in a number of roles. He secured his current role after completing a global business course at Prague's Charles University.

Seen as one of Zurich's rising stars, Woodward cites his greatest achievement to date as exceeding expectations by consistently retaining and growing his portfolio. He is a member of NIBA's YP committee, working with his colleagues to develop strategies for attracting more talent to the industry, and is part of NIBA's mentoring committee.

Not only is Woodward an industry young gun, but also an Australian representative rower. While he's looking to gain experience in a major international insurance market, he's also working towards selection for the 2016 Olympic Games in Rio de Janeiro.

KRISTY MARTIN

Practice principal

**INSURANCE ADVISERNET MERIMBULA (CAR OF
INSURANCE ADVISERNET AUSTRALIA)**

Kristy Martin is described as being broker of choice on NSW's Sapphire Coast, serving as an inspiration to others and confirming the old adage that anything is achievable at any age if you set your mind to it. Martin's career in insurance began at the tender age of 16. After gaining valuable

experience working at a Sydney brokerage, she met with Insurance Advisernet Australia and subsequently moved back to her hometown of Merimbula and started her own business out of her parents' spare room. She was just 22-years-old at the time.

Today, 10 years later, Martin runs the now well-established regional practice out of professional offices and employs three staff members, having experienced solid and consistent growth over the decade.

Martin remains dedicated to supporting the industry via peer support to her colleagues and staff.



KYLIE BARRS
National relationships manager
EMPLOYERS MUTUAL

Kylie Barrs is responsible for developing and managing Employers Mutual's key intermediary, association and corporate employer relationships nationally. Leveraging her expertise as an occupational therapist, she's a trusted advisor to intermediaries and clients across the country, assisting them to address risks within their businesses and driving significant savings to her bottom line. Barrs has grown her salesforce over the years

and currently heads up a team of 12 direct reports. She's a strong advocate for the development of customer and stakeholder innovation. Last year, Barrs was part of the Employers Mutual NSW tender team, successfully increasing the organisation's market share in workers' compensation by 15 per cent.

Barrs is also a founding member of the Employers Mutual Women in Leadership program, which endeavours to mentor young women in insurance and help them to become leaders and innovators while driving results for the business and customers.



JAMES JESSUP
Account director,
workplace risk practice
WILLIS

James Jessup is responsible for managing the workers' compensation program for a number of national businesses. He's one of the youngest account directors within Willis' Australian operations.

In 2014, Jessup won more than \$200,000 in new revenue for the group. Earlier on, he was involved in winning a tender for a top 100 company and has since then been the day-to-day contact for that company. The company has a complex national workers' compensation program with premiums in excess of \$20m.

At the start of the year, Jessup was promoted to account director in recognition of his impressive skill and performance. Viewed as an emerging leader by the organisation, Jessup's performance is ensuring Willis' performance in the workers' compensation market is being noticed and that his team is highly regarded.

KATE FAIRLEY
Senior insurance broker/
Branch manager
SIMPLEX INSURANCE SOLUTIONS

Kate Fairley is a name with which many in insurance will already be familiar.

Fairley is the creator/author of the 'Get informed' webpage and suite of products, specifically designed to assist brokers in engaging on a more positive level with clients and finding a more meaningful and effective way to converse with consumers about a variety of issues.

She's now joined the team at Simplex Insurance Solutions, and is charged with leading Simplex's Kyneton office. She has primary responsibility for the growth of the Kyneton book of business. Since commencing, Fairley has grown that book of business and fostered positive relationships in a regional area which, according to her colleagues, has very much been driven by a 'who you know' culture.

Fairley's colleagues describe her as exuding passion and say she's been instrumental in arranging a number of educational workshops and seminars. Fairley is determined to educate others and ensure consumers receive the best advice available.



ADAM HINES
Practice principal
AETHER INSURANCE & RISK (CAR OF INSURANCE
ADVISERNET AUSTRALIA)

Adam Hines has worked in insurance for 15 years, having chalked up extensive experience in both the local and London markets. Hines is passionate about the reputation and future of the industry and, as a senior professional, is committed to its growth and development.

Recently, he established his own business as a professional broker (AR) with Insurance Advisernet Australia. The business has experienced solid growth over the past year.

Hines won the 2014 NIBA NSW/ACT Young Professional Broker of the Year award and is a member of the NIBA YP NSW Committee. In September, he will be a guest speaker at the NIBA Convention in Melbourne, presenting on how to run a successful AR business.

Hines is keen to mentor young brokers across Australia, particularly in regional areas. He's determined to play an active role in the insurance industry and its development.

SEAN MCDERMOTT

**Account executive
EVEREST RISK GROUP (CAR OF
INSURANCE ADVISERNET AUSTRALIA)**

Sean McDermott's insurance career involves a far wider focus than simply his core responsibilities.

McDermott works with the Australian Men's Shed Association (AMSA) to help its members heighten their knowledge around risk and safety. In both 2013 and 2015, he was invited to be a keynote speaker at their national conference.

Colleagues tell *Insurance Business* McDermott has been tasked with developing and writing industry materials in previous roles for different organisations, all with a view to assisting other aspiring industry professionals to improve their ability to perform their roles. He's also helped other brokerages develop systems to empower their staff to be efficient and effective.

McDermott is currently undertaking a Bachelor of Business and, in 2018, hopes to commence a Doctorate of Business. He's passionate about the work he does and is especially proud of what he's achieved to date.

JAMES HARDING

**Senior account executive,
international health
MERCER MARSH BENEFITS**

James Harding is an Adelaide-based senior account executive. An acknowledged specialist within the international health insurance arena, Harding recently secured a significant new national account win, and has retained multiple corporate accounts and placed significant new business in a climate of intense competition.

Harding is actively involved with a number of Young Professionals insurance networks and is keen to develop up and coming insurance professionals on both a personal and professional level.

Harding is determined to be recognised by his clients as a trusted EB advisor and to eventually take on a leadership role.



DANIEL ROBINSON

**Associate
CLYDE & CO**

Daniel Robinson is an associate in the insurance and reinsurance team at law firm, Clyde & Co. He advises and acts for insurers and reinsurers on a range of matters, his experience including matters in D&O, professional indemnity, warranty and indemnity and ISR insurance. One colleague describes Robinson as a "truly well-rounded individual, who will contribute greatly to the insurance industry."

Robinson is involved in a number of industry organisations. He's a member of the Australian Insurance Law Association's (AILA) Young Professionals Committee and is particularly interested in encouraging young professionals and recent graduates to consider and take up careers in insurance, as well as encouraging young lawyers to contemplate practising insurance law.

Robinson ultimately hopes to become a partner of the firm and, in the meantime, to broaden his experience in insurance markets locally, regionally and internationally.

KATRINA HICKSON

**General manager, product and service innovation
CENTREPOINT ALLIANCE PREMIUM FUNDING**

Katrina Hickson has been identified by her seniors as a high potential employee.

Over her eight-year career, Hickson has grown from having operational loan processing responsibilities to a business-wide focus. Currently among her responsibilities, she has national account leadership of the Steadfast Group and other major accounts. She's said to have driven operational excellence, which has impacted the company's ability to gain market share. She's also served as project leader for the launch of Centrepoint Alliance in New Zealand.

Hickson recently enrolled to study for an MBA (accelerated course) and it's her aim to be CEO of Premium Funding for Centrepoint Alliance within five years. She's proud to have a career in a business closely aligned to the insurance industry and is following in the footsteps of her late father, Craig Rosender, who helped to pioneer risk and safety initiatives across the transport industry.



KRYSTAL LINNAN

**Technical consultant
CI VIC TECHNICAL AND
ASSURANCE, CLAIMS
IAG COMMERCIAL INSURANCE**

For Krystal Linnan, nothing is said to be too hard.

Linnan is a technical claims specialist, a key operational role requiring her to ensure CGU's Queensland claims teams apply and interpret policies appropriately, that any issues are escalated correctly and that CGU is fulfilling its policy obligations.

Linnan also coordinates the 'Contentious Claims Panels' (CCP) for the CGU, Lumley and

SUU brands, which follow major weather events. Her colleagues describe her work as exceptional, and say it ensures CCP determinations are well considered, balanced and, in all instances, the correct decision for the customer and broker.

Linnan has delivered a range of training programs across both claims and underwriting to increase the technical capability of IAG Commercial's teams. Her goal is to be a successful and inspiring woman in insurance by being an expert in terms of her technical skills, demonstrating leadership by coaching and mentoring others, and having the flexibility to adapt to the continual changes in the insurance industry.



TANYA KLIESE

**Business
development
manager and
liability
underwriter,
Victoria
HIGH STREET
UNDERWRITING
AGENCY**

Tanya Kliese's dual role involves developing and maintaining relationships with

Victorian brokers, as well as providing liability quotes as requested.

Kliese is currently joint vice president of the Young Insurance Professionals (YIPS) committee in Victoria, participated in the 2015 Ron Shorter Memorial Public Speaking Awards, and was recently announced as High Street Underwriting's 2015 sales person of the year. While she's been with the company for less than a year, her colleagues report that she's been able to autonomously develop and grow its Victorian business and has made significant inroads within the market.

Through her YIPS role, Kliese enjoys connecting young people with other like-minded professionals and is passionate about encouraging their development and growth.

Kliese hopes she'll be able to progress to a semi-executive position within High Street Underwriting, and have the opportunity to demonstrate her ability to both strategise and lead.



LUKE WARE

**State manager, South Australia
WILLIS**

He's an Ironman triathlon competitor and an accomplished musician, who's released four albums and toured internationally. And then there's his insurance career!

Luke Ware manages Willis' South Australian branch, overseeing a \$3.6m budget and 16-member team.

Ware has created a strong sales culture and accountability for growth, which has culminated in SA having an exceptionally strong new business pipeline that has set the branch up to exceed budgets. Ware has leveraged national industry strengths to successfully secure major new business wins, including the largest corporate renewable new business win for Willis in Australia last year.

Ware has earned commendations from clients for service deliverables and program structure that led to a 98 per cent retention rate, despite some significant challenges.

Ware is currently participating in CGU's Platinum Leadership Program. He'd like to gain experience in the Asian broking market, and is keen to develop his people management skills and push himself outside of his comfort zone. He's passionate about assisting others to succeed.

MICHELLE RUDD

**Operations manager
ARCH UNDERWRITING AT LLOYD'S AUSTRALIA**

Michelle Rudd's achievements at Arch Underwriting are widely recognised.

At 28, Rudd was handling all aspects of compliance and operations of a start-up and has continued to do so for the past five years. It was through self-motivation and hard work that Rudd was said to have reinvented herself from claims manager to operations manager.

She's described as possessing the enviable mix of attention to detail, client focus and strong service/work ethic, and it's those attributes that now see Rudd contributing to Lloyd's strategic agenda in Australia. A colleague told *Insurance Business* they believe Rudd is destined for significant management roles in the industry, already understanding all aspects of running an insurance company at her young age.



LUKE GRASIC

**Business development underwriter
SPORTSCOVER**

Luke Grasic's role requires not only promoting and developing the business, but also creating product proposals for brokers and their clients.

Grasic is said to work extremely hard on creating and maintaining relationships with brokers. He's managed to

exceed his budgets off the back of minimum premiums and, in the last calendar year, wrote five times more business in Tasmania than any of his colleagues. In fact, he wrote more new business than anyone else in the company.

We're told Grasic has set the standard for the rest of the Sportscover team when it comes to building relationships, getting new business opportunities and keeping retention figures high.

Recently, Grasic was declared runaway winner of Sportscover's staff-voted employee of the year award, attesting to the high regard in which he's held by colleagues across the business.

SAMANTHA BAKER

**Senior insurance broker/Trainer
SIMPLEX INSURANCE SOLUTIONS**

Samantha Baker is described by her manager as “the cornerstone of all things construction related” and Simplex’s very own “internal construction guru”.

Baker is highly regarded by a number of underwriters and insurers, and has been a key contributor to the development of a recent MECON construction scheme. Two years ago, she was awarded the Norm Dyer Award of Excellence and, more recently, was acknowledged by ANZIIF for exceptional academic results in her Diploma studies.

Over the past six months, Baker has taken part in a leadership training program to complement her technical knowledge with the additional skills necessary for successful leadership and management skills.

Baker is an important contributor to the effective operation of Simplex and is keen to further develop her skills in order to progress to more senior positions. Her contributions to date have already resulted in development and further enhancement of construction scheme wordings – ultimately, a benefit to the end consumer.



ALLAN SUDALE

**Development manager
NSW
CALLIDEN
COMMERCIAL**

Allan Sudale’s Calliden colleagues tell us he’s becoming a positive

influence on the industry through his innovative solution-based thinking, coupled with his positive attitude.

Sudale has succeeded in securing large opportunities for the business and developed these with intermediaries to provide better solutions for clients. Strong negotiation and relationship skills are said to have put Sudale in good stead to effectively overcome any challenging situations.

In the short term, Sudale will be focusing on his development in sales, distribution and relationship management. Mid to long term, his career goal is to have a leadership role in the industry.



ANDREA DUNKERLEY

**Operations manager – Claims, service, retention and underwriting
BIZCOVER**

Andrea Dunkerley has been a defining member of the BizCover team, significantly contributing to the business’ growth through practices, policies and procedures she has driven and implemented.

Dunkerley started as a sales consultant in the call centre in 2010 and has since expanded her knowledge in various lines of insurance distribution, as well as in all financial services insurance products. She’s now regarded as a subject matter expert internally.

Recognising her standing within the business, Dunkerley was selected to participate in QBE’s equip program. She is working on developing her leadership and management skills so that she can act as mentor and coach to the team. Over the years, Dunkerley has seen the company grow from three employees to over 30 and has been a key part of the on boarding process.

It’s Dunkerley’s aim to one day become a leader in the insurance field. She constantly pushes for innovation within the business to improve the overall customer experience and drive business efficiencies, and has worked tirelessly with BizCover’s IT and marketing team in improving the customer journey from start to finish.



ARNE BOOYSEN

**Senior underwriter – professional indemnity/directors & officers
LONDON AUSTRALIA
UNDERWRITING (LAUW)**

When Arne Booyesen was employed by LAUW in 2009, it was to focus on professional indemnity insurance. It wasn’t long before he began cross-selling management liability with the professional indemnity placements and, within two years, he was promoted to senior underwriter, having grown the management liability book by 25 per cent, alongside his professional indemnity responsibilities.

Booyesen’s colleagues say his service ethos has created strong broker relationships, which have enabled him to not just maintain but grow LAUW’s presence in the market.

Booyesen hopes to have increased exposure to the emerging products side of the business, including cyber liability and technology. He constantly strives to be a valuable member of the LAUW team with a view to eventually becoming part of the senior management team, and taking the company on to greater success.

ANGELA O'REILLY

**National senior underwriter,
Accident and Health
DUAL AUSTRALIA**

Angela O'Reilly is experienced in claims and underwriting, and manages a nationwide portfolio worth \$5m.

Early on at DUAL, she identified an opportunity for the organisation to develop a new product to address a market gap. This new coverage is currently being developed and will be released in the coming months.

It's said O'Reilly was instrumental in the innovation of accident and health claims handling and response at DUAL, where she set up a medical and return to work response for personal accident claimants. It provides direct medical support to individuals and has resulted in immediate and substantial claims cost savings and future lower premiums for clients via lower loss ratios.

O'Reilly's role also extends to team management, including mentoring and training of DUAL's accident and health underwriters.

In the future, O'Reilly hopes to become part of DUAL's senior leadership team, to be involved with portfolio management, to continue DUAL's portfolio expansion into other regions, and to introduce and develop new products to the market.



CHRIS WEBBER

**Managing director
WEBBER INSURANCE
SERVICES (AR OF WESTCOURT
GENERAL INSURANCE
BROKERS)**

Chris Webber has worked in insurance for over 10 years. In 2011, he decided to set up his own business as an AR.

Starting out as a sole broker, he's grown his business to a team of four, with over 1,600 clients. It's now one of the largest Westcourt ARs in Australia. It's said Webber has managed excellent growth of the book while managing all small business affairs.

Webber also serves as a mentor to his brother, Daniel, who ranked in *Insurance Business*' top 30 Elite Brokers in 2015. As Westcourt AR Committee chairperson, Webber played an important role in getting the Westcourt Premium Funding JV in 2014. As AR committee member for SA, he continues to be a great source of information.



BRAD LYNCH

**Regional manager, NSW/ACT
RESILIUM**

Brad Lynch leads a team of five business managers, tasked with growing a profitable general insurance business through the Resilium Adviser Network.

Lynch was a key member of the team that established Resilium Insurance Brokers and helped to shape and deliver the Resilium value proposition.

Lynch's team has achieved solid growth.

In 2014, he oversaw Resilium's largest-ever account win.

Lynch is regarded as a key business leader by his colleagues. The team has achieved exceptional internal engagement and enablement scores and Brad's own 'leader index' scores are also extremely high.

Prior to his current role, Lynch worked as a business development manager with Vero and achieved double-digit growth on his portfolio each year. He spent more than two years on the NIBA YP Committee in NSW.

Lynch is keen to progress his career within the Suncorp Group and, longer term, aspires to senior management positions.



DANIEL GRONERT

**Chief executive officer
PRINCIPAL FINANCE**

He once harboured ambitions to become Australia's answer to Jerry Maguire, which led him to start a career with a global sports management firm. It was down the track that Daniel Gronert began working with Principal Finance as Queensland business development manager. In January 2014, he transferred to Adelaide and was appointed CEO at the age of 33.

Gronert oversaw premium funding growth of 19 per cent in 2014/15 and a 13 per cent increase in the number of supporting brokers to a total of 530 nationally.

As CEO, Gronert is focused on continuing to make premium funding even easier and

more seamless for brokers and their clients.

Gronert's career to date has encompassed roles in the UK and Australia, working in a variety of capacities. A man with ingrained entrepreneurial ambition, he aspires to double Principal's market share within five years through further strategic partnerships with brokers and AR networks.



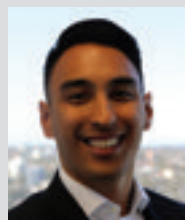
LUKE SCOTT
Senior underwriter
LONGITUDE INSURANCE

When Luke Scott began at Longitude Insurance, it was him and his managing director. In the space of three years, Scott has helped to grow the agency to 65 employees, working in five offices in four states, as well as being a key participant in the business' GWP growth from \$10m to \$70m over the same period.

Scott has helped secure a number of large accounts through careful underwriting consideration, including a whole account worth in excess of \$300,000 and another account with assets exceeding \$300m.

Scott's colleagues tell us he's helped established Longitude as one of the most trusted professional brands.

Recently, Scott participated in the 2015 Emerging Leaders Program. Moving forward, he wants to continue building up his knowledge base in the niche strata market. His general goal is to hold his current position at a national level and be responsible for an overall portfolio.



MARTIN GOMEZ
Analyst
NEWSURETY

Martin Gomez is an underwriter of surety bonds, required to analyse complex transactions, review detailed contracts, compile and interpret company financials and provide insurance brokers with a succinct understanding of the risk matrix for their clients.

Gomez has been a key part of key transactions at NewSurety. This includes a \$150m structured surety transaction – that involved working with both Australian and international financial institutions and an international broker – and several intermediated surety bond transactions that have totalled more than \$100m.

Gomez is committed to growing market awareness of insurance-based solutions to non-traditional insurance markets. His career goals centre on the further development of expertise in bancassurance.



SHANE CROWLEY
Director/insurance consultant
ABLE INSURANCE SERVICES NT (AR OF
WESTCOURT GENERAL INSURANCE BROKERS)

Shane Crowley manages a large domestic insurance book, as well as catering for SME business insurance needs, and has achieved a higher than 50 per cent increase each year in premium growth.

He's set that level of growth as a key goal going forwards.

In 2009, while studying, Crowley established a financial planning arm for the Able Finance business and, in 2012, through Westcourt General Insurance Brokers, began a general insurance arm.

Crowley is said to have become an integral figure in the Northern Territory's insurance and financial services industry. He's aiming to improve the Territory's industry to heighten competition among insurers and provide the best outcomes for clients.

Crowley is seeking to increase the Able Group's foothold in Darwin, with a view to becoming a one-stop shop for clients' finance and insurance needs.

SIMON ELLIOT
Practice principal
MOODY KIDDELL & PARTNERS
(INSURANCE) (CAR OF INSURANCE
ADVISERNET AUSTRALIA)

Simon Elliot started with MKP eight years ago and was promoted to a leadership role within 18 months.

Initially, the business focused on the mobile plant and equipment and civil contracting sectors. But as it's matured, Elliot has sought out other sources of business and gained traction with a number of referral partners, introducing financial lines and large property accounts. This diversification has led to increased stability and profitability.

The hard work of Elliot and his team has led to significant recognition within the Insurance Advisernet Australia (IAA) network, including four nominations for IAA's AR of the year award and a runner-up finish for Allianz's AR of the year.

Elliot prides himself on being able to maintain and lead a strong, motivated, competent and award-winning team. He aims to develop a strong and respected insurance team in Brisbane and Melbourne, completing his goal of making the business a national company.

JEMMA GATES
Retail manager
AUSTBROKERS COAST
TO COAST

For three years, Jemma Gates has managed a very sizeable book of retail-only business. Before her time, it was considered a book of business simply offered to clients as support to their commercial portfolio or standalone policies that no one wanted to insure. Gates has turned it into a successful profitable portfolio of clients, from strata and standalone home and contents to high net worth clients with no commercial business but a need for a professional service to manage their personal needs. She's overcome a number of market difficulties to secure a loyal client base.

Gates is said to have helped prove that this retail business is not only profitable, but that retail clients are interested in what brokers have to offer in this space from both a service and product perspective. **IE**