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Insurance brokers celebrate national award winners

The National Insurance Brokers Association of Australia (NIBA) has announced the winners of its national awards at its annual Convention in Adelaide.

Terry Lane, owner of Midland Insurance Brokers in Carlton, VIC, was named as the Lex McKeown Trophy winner. The award is presented each year at the discretion of the NIBA President to an individual in recognition of the contribution they have made to NIBA and the broking profession as a whole.

Lane, aged 72, has attended all but one of the 32 annual NIBA Conventions and in a career stretching back to the late 1950s. He was a founding Director of NIBA when it formed in 1982 and played an integral role in the creation of NIBA College 10 years later.

Queensland broker Brendan Zanoni of OAMPS was named as the NIBA College Student of the Year Award ahead of Samantha Forkas (Willis, VIC) and Rebecca Haines (Strathearn Insurance Brokers, NSW). Zanoni, based in Aitkenvale, near Townsville in North Queensland, claimed a \$1000 prize and a place on award sponsor QBE's acclaimed eQuip program.

Meanwhile, Donald Keast, of Oxley Insurance Brokers in Kempsey, NSW, was presented his award as the inaugural NIBA College Trainee of the Year Award, also sponsored by QBE.

The Vero-sponsored Warren Tickle Memorial Award - contested by five regional winners of NIBA's Young Professional Broker of the Year Award - was won by Adele May of Willis in QLD. May headed a strong field ahead of fellow finalists Shane Brady (Sear Insurance Brokers, VIC); Adam Hines (Gibbscorp, NSW); Cassandra Pearce (IAA, SA); and Cameron Dee (Aon, WA).

As part of her prize, May earns an all-expenses paid business development and travel experience to London valued in the region of \$10,000, courtesy of Vero.

The final broking award went to John Mutton of InterRISK in VIC, who claimed the national Zurich Australia-sponsored Broker of the Year Award ahead of Greg Rynenberg (East West Insurance Brokers, QLD); Rick Post (Centrewest Insurance Brokers, WA); Tony Bourke (AIIB, NSW); and Tony De Conno (De Conno & Blanco Insurance Brokers, SA).

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As part of his prize, Mutton wins an all-expenses-paid business development and travel experience to the USA, courtesy of Zurich Australia. The trip includes attendance at the Zurich Classic of New Orleans golf event on the PGA Tour and attendance at the world-renowned New Orleans Jazz Festival. The trip is valued in the region of \$20,000.

NIBA CEO Dallas Booth said: "Congratulations to all our winners and finalists. The standards of excellence shown across the board in all our awards is indicative of the high standards of professionalism and knowledge present in the broking profession across Australia."

NIBA 2014 broker award winners

- Lex McKeown Trophy - Terry Lane, Midland Insurance Brokers, VIC
- NIBA College Trainee of the Year - Donald Keast, Oxley Insurance Brokers, NSW
- NIBA College Student of the Year - Brendan Zaroni, OAMPS, QLD
- Warren Tickle Memorial Award - Adele May, Willis, QLD
- Broker of the Year - John Mutton, InterRISK, VIC

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NIBA is a not-for-profit, independent industry association representing 360 firms and more than 2000 individual Qualified Practising Insurance Brokers (QPIBs), who handle almost 90% of the commercial insurance transacted in Australia. Brokers play a major role in insurance distribution, handling around \$17 billion in premiums annually and placing around half of Australia's total insurance business.

NIBA College is the education arm of NIBA and offers membership and educational services, including professional certification and continuing professional development. The College is a Registered Training Organisation and provides national qualifications via distance education and workshops, as well as a range of elearning courses, seminars and CPD programs.