



NATIONAL
INSURANCE
BROKERS
ASSOCIATION

NIBA Annual Report 2007

Celebrating 25 Years of Professional Insurance Broking





CELEBRATING 25 YEARS OF
PROFESSIONAL INSURANCE BROKING

BOARD OF DIRECTORS



From top left

Paul Goddard – NIBA President
Macey Insurance Brokers Pty Ltd

Steve Lardner – NIBA Vice President
Aon Risk Services

Stephen Ball
Jardine Lloyd Thompson Pty Ltd

Michael Donnelly
Donnelly Insurance Brokers Pty Ltd

David Duffield
Marsh Pty Ltd

Frank Earl
AHL Insurance Brokers Pty Ltd

Joseph Goodall
Griffiths Goodall Insurance Brokers Pty Ltd

David Newton
Westminster Broking House

Greg Rynenberg
East West Insurance Brokers Pty Ltd

Gary Seymour
Willis Australia Ltd

Shayne Smith
Insurance Broking Queensland Pty Ltd

David Squire
Apogee Broker Services

CONTENTS

President's Report	4
CEO's Report	8
2006/07 Review	11
Committees	14
2007 Award Winners	14

PRESIDENT'S REPORT



Paul Goddard President

It's my privilege to serve as NIBA's President as the association marks its 25th year. In a forward-looking organisation like NIBA, it's not always easy to give due recognition to the efforts of so many NIBA members who have helped to keep the organisation relevant and proactive. But the fact is that NIBA couldn't do what it does as effectively as it does without the contribution of members who give up their time to support and advise the association's executive.

Insurance brokers have weathered many challenges over the years, and the ability of NIBA to provide a respected and unified voice for brokers is essential if we are to cut through the confusion and "noise" that other parties to any policy debate may make. And as the financial services industry continues to converge, the role of NIBA in making brokers' voices heard will become even more important.

That our association remains the most effective way to project our vital and unique place in the market has been very obvious in the past year as the Federal Government has "refined" its financial services regulation to make it less cumbersome.

Another example is the leading role that NIBA has continued to play in influencing the Federal Government's approach to direct offshore foreign insurers. Our aim over the past year has been to protect brokers' ability to secure

cover for their clients that is the best available on the global market.

Such "best available" strictures take into account the over-arching need to protect the client's interests. NIBA shares the Government's desire to restrict the market to well-regulated insurers; but we were also anxious that the legislators didn't "throw out the baby with the bathwater" when it came to placing business with overseas insurers.

Our representations on this point seem to have been heeded, with the latest communications from the Government indicating a flexible and workable approach that NIBA members will find easy enough to comply with.

All this regulatory activity is taking place at a time when the global insurance market is remarkably "soft", and showing few immediate signs of lifting. It means brokers are having to grow their businesses merely to maintain their current levels of earnings.

However, that's a reality of the market, and brokers have little choice other than to accept the insurers' increasingly irrational efforts to drive rates down, explain it as best they can to their often-bemused clients and wait for rates to turn up – which they inevitably will.

We are also seeing the continuing consolidation of the insurance broking sector. Smaller "stand-alone" brokers are finding the option of joining a cluster



“Good communication is essential in any important enterprise, and NIBA is no exception. It is good communication that maintains our relationship with governments and regulators, as well as with members.”

group increasingly attractive. The higher cost of compliance is now a significant part of any broker's outgoings. Any arrangement that allows them to lower compliance costs must be considered.

Generational change within the industry is also providing its own momentum to the swift process of change that is now happening in the broking sector. There is increasing competition for a diminishing supply of quality brokerages, with the result that this is a sellers' market.

One concern with higher prices for brokerages is that a younger member of the brokerage who might have once been the logical buyer of the business is now unable to afford it. This is leading to more consideration of the “authorised representative” model, under which a number of brokers work under the one Australian financial services licence.

Such changes in the dynamics of the broking sector will, of course, require NIBA to be flexible in the way it responds to new circumstances. The interests of the members drive the association, and I am confident NIBA will continue to display its ability to respond quickly and positively to new challenges.

The needs and aspirations of the younger members of NIBA are becoming more apparent as older practitioners retire and are replaced by the next generation of brokers. We live in an era of specialisation, and broking is now a more global business. The importance of having risks understood in detail by the broker and covered by the right insurance products is now of paramount importance. I am very confident in the ability of the rising generation to build on what we older brokers have already established.

Having been involved this year in the development of the revised Warren Tickle Memorial Award for young professionals, and having attended many of the awards ceremonies around the country, it is very obvious to me that the future of broking is in very capable hands. The standard achieved by each state entrant – let alone the finalists – has been very encouraging.

The revitalisation of the Warren Tickle

program – made possible through the support of Vero – is just one example of how NIBA is enhancing the development of tomorrow's managers.

NIBA also continues to provide the tools by which brokers can build their industry knowledge and their professionalism. NIBA College, for example, is set up to enhance brokers' educational development opportunities and enhance standards of professional practice. Using methods as diverse as workshops and online learning, it provides meaningful training materials and opportunities for everyone in a broking office – from the most junior staff just setting out on their career to the most experienced senior manager.

I am aware that NIBA College works hard to ensure its programs are timely, relevant and efficient. Feedback from members is crucial in this. That was the thinking behind the successful “Call & Care” program that was completed earlier this year. The more we know what our members need from their association and their college, the better equipped NIBA can be to meet their needs.

The National Education Committee also has done a marvellous job over the past year representing members' viewpoints and helping the college build an effective agenda.

Continuing professional development advances and the ongoing bolstering of the Qualified Practising Insurance Broker program are just a couple of examples of the how NIBA stays flexible and responsive.

Good communication is essential in any important enterprise, and NIBA is no exception. It is good communication that maintains our relationship with governments and regulators, as well as with members.

I was promised by previous presidents before I took up this position that I would enjoy the “Sundowner” sessions that take place all around the country, and I'm delighted to say they were right. The opportunity to meet up with so many members in all corners of Australia has been a terrific experience for me.

With its new educational format and the assistance of long-time sponsor Pacific Premium Funding, national law firm Blake Dawson Waldron and Gallagher Broking Services, NIBA is empowered to communicate face-to-face with the membership.

I've also had the opportunity to see how broker associations around the region – and indeed around the world – respect NIBA and show considerable interest in its initiatives. In March I accompanied the Chief Executive to a meeting of the World Federation of Insurance Intermediaries, the global peak body for brokers.

I was also a participant in the regional-based Council of International Insurance Broker Associations. By working with these bodies NIBA is able to keep abreast of relevant issues in other countries, and have input into the best way to handle those issues.

As financial services regulators now collaborate globally and there is an increasing move towards uniform legislation, a wide understanding of the overall industry issues is important, as is a seat at the table when decisions are being made on issues that will, at some stage, impact on the Australian broker market. It was pleasing to me that NIBA puts Australian brokers' views firmly and clearly in these international forums.

No matter where in the world brokers work, they face constant challenges from an increasingly diverse and fast-moving market.

An example is the moves by insurers to diversify their distribution channels by developing new direct marketing approaches for simpler types of commercial insurance. Most are aiming at the increasingly significant SME market.

NIBA and its members regard this competition as an inevitable part of the wider industry landscape. But what we do not support is some direct insurers' unfair and inaccurate portrayals in their marketing of insurance brokers as unnecessary or even somehow shady and dishonest.

Where this bias in insurer advertising

has been detected – and there was a particularly blatant case earlier this year – NIBA has moved swiftly to ensure the insurers concerned understand they are not just undermining brokers, but are also inviting people to distrust the entire industry.

Despite all the challenges of competition, consolidation and compliance, insurance brokers continue to dominate the distribution of commercial insurance products. Independent research continues to show that brokers are not losing market share to alternative distribution channels. Insurance remains a confusing and complex product to business, and the broker is the best person to help and advise.

Just as it is determined to ensure that the role of the broker is not misrepresented to the public by direct insurers, NIBA is also intent on reinforcing brokers' place in the market. The NIBA marketing campaign to sell the message that "every business needs an insurance broker" continued through the start of the year. Utilising billboards, taxitops and street furniture advertising in major centres, and radio advertising in regional areas, the campaign has been judged a success.

Backing up the campaign has been a "lower level" marketing drive to promote the role of the broker through trade and professional association publications.

At the time of writing, the NIBA Board has been discussing the next step in the awareness campaign.

It's interesting that after 25 years, NIBA is still promoting the image of insurance brokers to the public. We should perhaps be more aware of where brokers were in the insurance industry ranks 25 years ago.

There are far fewer insurance companies and fewer broking companies – although just as many brokers and broker offices. We are far more qualified and "professional" than we were before the advent of NIBA, and I believe we are more highly respected by our clients now than ever before.

The credit for that positive "lift" can be given to the dozens – perhaps hundreds –

of brokers who have given up their time over the past 25 years to work within the committee system of NIBA and in so doing benefit their peers.

That willing sacrifice of time is one of the qualities of NIBA that makes it so effective. Guided by an experienced Chief Executive in Noel Pettersen, who is backed up by excellent executive staff and consultants, the decisions and recommendations of the various regional and specialist committees form the basis of the association's decision-making processes. And having served on many NIBA committees, I believe the decisions we reached have invariably been the right ones!

I would like to extend my personal thanks to Noel and his management team, as well as to my fellow directors and my Vice President, Steve Lardner. All have been a terrific support to me in the first year of what is undoubtedly a very challenging and inspiring role.



Paul Goddard President



CEO'S REPORT



Noel Pettersen Chief Executive

Back in 1982, the advent of the National Insurance Brokers Association was the most important leap forward for broker intermediaries in Australian insurance history. And we've come a long way since then.

Evolving from the merger of two earlier broker bodies, the strength of the association has always been enhancing the role of brokers in business and the community generally.

Strategic lobbying is fundamental to NIBA's role, requiring close liaison with members, the Government, regulator and other stakeholders. Over the years we've seen dramatic legislative changes particularly with the introduction of the Financial Services Reform Act back in 2002. These changes were rigorous and fine-tuning of the legislation is ongoing.

NIBA has made ground on issues such as the cross-endorsement arrangements for authorised representatives and has supported the Government's aim for simplification of regulation.

But further work is required to ensure the Government's objective for Australian financial services licensees to obtain professional indemnity insurance for retail clients is workable and that cover is attainable.

NIBA also continues to support the principle of protecting insurance consumers against poorly capitalised direct offshore foreign insurers operating from low or nil regulatory regimes. For some

years now NIBA's contention has been to rid the industry of the "shonky players", and the Government is to be congratulated on its aim to do this in a manner that is fair and equitable to all concerned.

The Government has now proposed that Australian-based insureds using a broker will have to insure with APRA- authorised insurers but will not be prevented from doing business directly with any offshore insurers. In effect, this will sideline local insurance brokers, impacting on normal commercial insurance arrangements.

A key question is whether large corporations and sophisticated buyers will be able to buy insurance through a broker where it suits them in the future, without having to purchase solely through Australian local insurers who are pushing for the reforms. To legislate otherwise would be counter-productive.

The Government has indicated its willingness to sort out a realistic system. NIBA is seeking a solution that causes minimum disruption to the workings of the market and does not burden the industry with unnecessary costs or "red tape". Whatever answer the Government comes up with must not adversely impact competition.

In relation to discretionary mutual funds (DMFs), the Government has decided that they will not be subject to any prudential regulation at this time. However, this will come under further review after

comprehensive statistical information about the operations of DMFs is attained and analysed.

Meanwhile, the Victorian Government's decision to drop its plans to impose a further fire services levy on businesses with a total insured value of more than \$50 million could not have been achieved without the industry's robust intervention. NIBA and other industry leaders successfully challenged the proposal as being unworkable and unfair.

Common sense prevailed but we'll continue to fight hard on the imposition of unfair taxes on insurance. NIBA's message has been prominent in the media and we will continue to raise our voice on behalf of brokers and their clients to ensure they are not disadvantaged.

Indeed, as the major link between business and insurance, brokers understand the problems presented to businesses.

This time last year we unveiled an exciting marketing strategy designed to bring to the attention of business people around Australia the essential need for an insurance broker working with them.

Our aim, if possible, is to keep up the tempo of this program, as it's vital that we cement the value of the insurance broker with business.

The promotional program links into a website called the Needabroker website that lists every single NIBA brokerage by locality and by specialty.

In just 12 months nearly 46,000 people

have searched the Needabroker website, and from the comments we regularly receive from members, the site is providing lots of opportunities for new business.

The real proof of the insurance “promise”, and the added value brokers bring to the process, is in the claims process. The storms that inundated Newcastle, the New South Wales Central Coast and later Gippsland in Victoria, once again presented brokers with an opportunity to shine. They and the industry generally received well-earned praise for the care and support they gave clients.

At NIBA the change process has been continuous and, like business itself, we’ve always been on the lookout for new ways to enhance efficiency and value.

This year also celebrates the 15th anniversary of NIBA’s Qualified Practising Insurance Brokers accreditation program and we will be looking to further enhance professional development.

The National Education Committee is working hard to promote professional standards in broking, and the research undertaken in the past year will be used as the basis for a new professional practice program for senior brokers.

The past year also saw the introduction of the new Insurance Brokers Code of Practice, which provides principles and guidelines for brokers setting out their responsibilities.

Our national convention, which has proven so popular and useful across the whole insurance industry, also celebrated its 25th anniversary in October, with an intensive three-day program providing education, inspiration and entertainment to about 950 delegates.

In 1982, the year that Australia II snatched the America’s Cup, the newly formed National Insurance Brokers Association of Australia held its first annual gathering on the Gold Coast. Given the current soft nature of the market it is somewhat ironic that the theme that year was “Hard Markets Produce Better Brokers”.

NIBA is also about connecting people, and members have been fortunate to have had some inspirational and committed

presidents to lead the way throughout its history.

In 2007 NIBA’s 15th President, Paul Goddard, has ably supported the things we’ve set out to achieve as the industry’s key stakeholder. With his highly personalised approach, Paul has displayed a special affinity with member concerns.

Regrettably, enterprising Board member Gary Seymour will be stepping down at year-end. Gary has served the association with diligence and distinction.

We also farewelled Alan Bishop from the Board of Directors late last year after 15 years of outstanding service to the association. Alan was involved with the NIBA Western Australian Division from 1985 to 1991 and was Chairman from 1990 to 1991.

He was President of NIBA from 1996 to 1998. In 2004 he was awarded the Lex McKeown Trophy for services to broking, and became an Honorary Fellow of NIBA. His place on the National Board has been taken up by fellow Perth-based broker David Newton.

The divisional committees representing broker members around the nation have again represented members’ interests well through the year. It has also been encouraging to see the involvement of our Young Professional sub-committees. Their input and enthusiasm for local issues remain imperative to the lifeblood of NIBA.

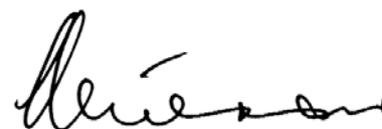
As your Chief Executive, I can assure members that the association is managed in a thoughtful and prudent way, backed by strong reserves. NIBA’s finances continue to operate within approved budgetary guidelines under the direction of the Finance Committee.

There have been other milestones that are summarised elsewhere in this annual report. Take a few moments to read what has been happening and, importantly, to acknowledge what has been achieved.

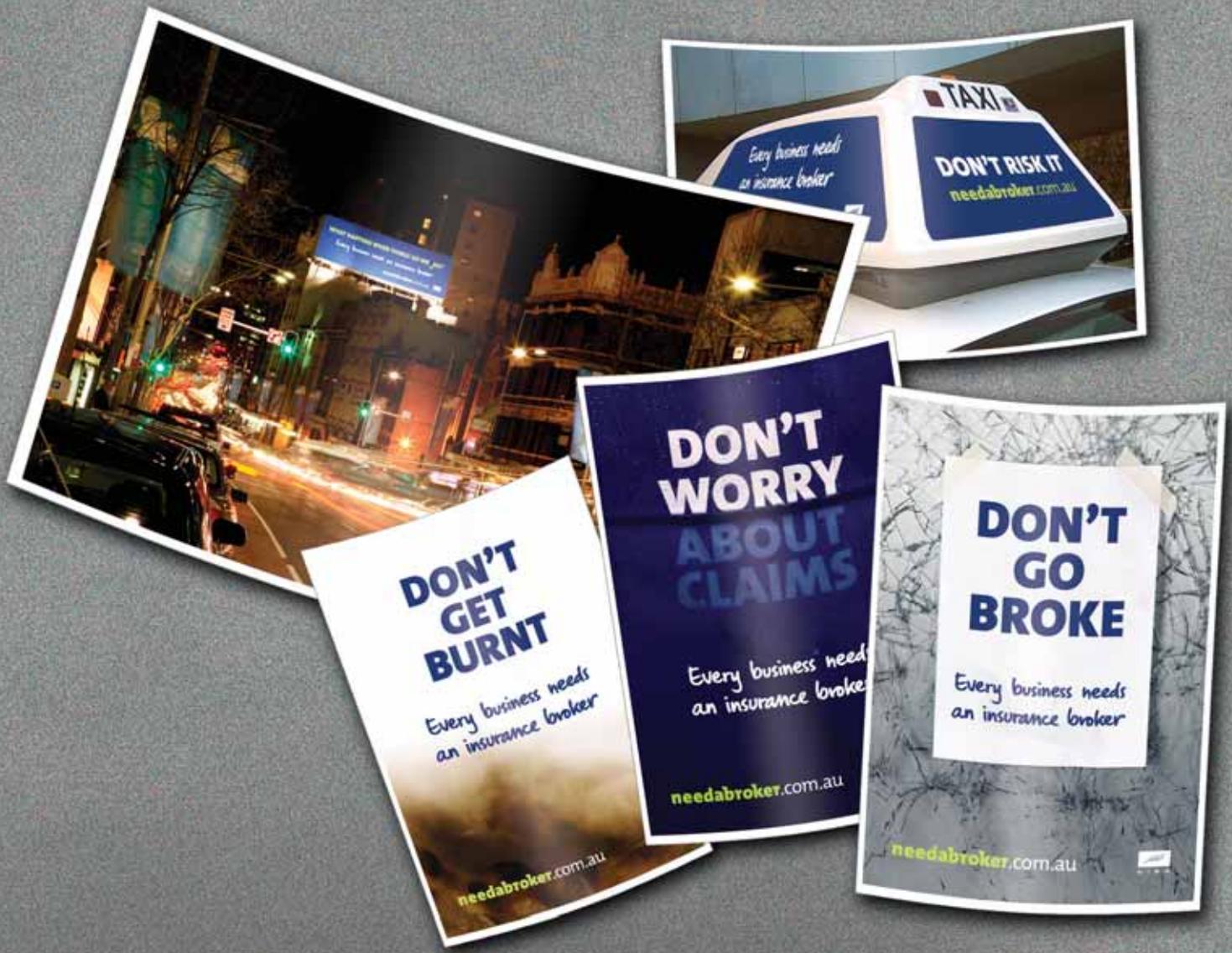
We have a very successful association and our predecessors could not have foreseen the range of activities NIBA is routinely engaged in today. My personal thanks go to all our hardworking staff and specialist consultants who have

demonstrated care and professionalism to member issues.

There is no other profession quite like insurance broking. At NIBA we look forward to helping the emerging generation who will carry the mantle in the years ahead.



Noel Pettersen Chief Executive



From “supersites” in capital cities to posters in public transport shelters to the roofs of taxis, NIBA’s advertising campaign promoting insurance brokers caught the public’s eye.



The Market

2007 has been a difficult year for insurance brokers, with premium rates continuing to be set at low levels by insurers. This is a situation that forces brokers to perform difficult and complex tasks for their clients in a low-earning environment.

The steady fall in premium rates is evidence of the intense competition being waged by the insurers as they seek greater market share. There are few indications of the commercial lines market hardening, although personal lines has shown some evidence of reaching a premium floor.

The underwriter market is also consolidating, with the merger of Promina into Suncorp completed during the review period. There have also been consolidations of underwriting agencies.

However, NIBA members have reported few difficulties in obtaining competitive quotes in the local market.

Following the June renewals period NIBA members reported the continued decrease in commercial lines premiums as "dramatic", with 77% of brokers experiencing a decrease in premiums. This compared with 60% in December 2006 and 65% in June 2006.

While the continuing fall in rates is of concern, there is also acknowledgement by brokers that this is part of a global trend.

A levelling-off of rates is not yet in sight, with analysts suggesting some major insurers in the local market are forcing rates down to disadvantage competitors. There have been strong indications that at least one insurer is "feeling the pain" and would like the fall in rates to stop. However, any recovery to more realistic levels is still 12-18 months away.

Code Of Practice

The Insurance Brokers Code of Practice, which is compulsory for all NIBA members, came into effect on January 1. Setting out principles and guidelines for brokers, it also impacts on the way brokers must deal with clients and underwriters.

The new code was designed by NIBA in consultation with members and regulators. It covers all insurance intermediary services including commercial and life policy placement, associated services such as risk management, valuations and premium funding arrangements and issues like remuneration and service expectations.

The lead-up to implementation required brokers to attend compulsory one-day introductory seminars. The code is enforceable through Insurance Brokers Disputes Limited.

It was officially launched by the Parliamentary Secretary to the Federal Treasurer, Hon Chris Pearce, who said he was confident the code "will be an effective tool in the self-regulation of insurance brokers and will assist in increasing consumer confidence in the insurance broking industry".



Insurance Taxes

NIBA continues to play a leading role in campaigning against the high level of taxes enforced by state and territory governments on every insurance premium. The website set up by NIBA in 2006 has been regularly updated, and has become a valuable source of information for interested individuals and organisations.

Apart from maintaining pressure on state governments through constant communication, NIBA also played a leading role last year in persuading the Victorian Government to abandon legislation that allowed it to impose yet another level of tax in the form of an additional fire services levy on large organisations with

deductibles of more than \$100,000. After long and difficult negotiations and exchanges of views, NIBA and other industry groups were able to persuade the Government that the system was unfair and unworkable.

Direct Offshore Foreign Insurers

In May the Federal Government advanced the issue of direct offshore foreign insurers. The Government proposed to change the Insurance Act to significantly broaden the definition of "carrying on insurance business in Australia" to require all insurers to be authorised by APRA and meet the normal prudential standards.

It also required that all Australian financial services licensees would not be able to deal in or arrange insurance with insurers not authorised by APRA. However, clients were to be allowed to arrange insurance with unauthorised insurers.

NIBA negotiated exemptions with the Government that significantly reduced the restrictions placed on brokers while ensuring high levels of protection for consumers.

Under the new suggested arrangements, brokers' role in the insurance transaction was recognised, and global markets would be opened up to "sophisticated purchasers of insurance" and hard-to-place insurance risks.

The Government also favoured a "market-based" control system under which brokers could determine for themselves whether clients satisfied the exemption criteria.

Professional Development

This year NIBA College of Insurance & Risk Professionals undertook a significant redesign of the continuing professional development (CPD) requirements. Members have been provided with information about the streamlined categories including a number of new individual research-based activities. The new requirements recognise the important professional development benefits that can be achieved by

undertaking structured research in the workplace, staff and colleague mentoring, study tours and participation in industry projects.

The college also introduced a new CPD Register on the college website as a free service to members. The CPD Register is open to members and training providers across the industry seeking NIBA accreditation for their educational programs. It has an easy-to-use search facility and provides users with one point of reference for their training and development needs. The register also gives industry groups and training providers an opportunity to promote their training offerings to a broad audience.



The National Education Committee continued work on its major initiative to promote professional standards in broking. Throughout the year the committee conducted focus groups and one-on-one interviews with Principal Members, QPIBs and Young Professionals throughout Australia, as well as conducting online surveys with members. Through this research the committee has identified standards for professional broking practice that will be the basis for NIBA College to develop a new professional practice program for senior brokers.

NIBA College has continued to develop online programs for members following the success of the code of practice and insurer security courses. The new programs focus on induction for new entrants and mentoring skills for staff development.

The college has also undertaken a full program of seminars and workshops around the states. New programs introduced this year include sessions on the effective use of technology in sales and marketing and a free program for members on career planning.

NIBA College personnel have continued to represent broking and risk intermediaries on government and industry forums dealing with industry educational issues. The college submitted a paper to ASIC's review of its training compliance policy (Regulatory Guide 146) and has attended consultative meetings dealing on this and other compliance matters.

NIBA has also represented the industry on the board of Innovation and Business Skills Australia, the Government-funded national vocational education skills council.

Membership

Membership numbers remained steady during the past year. More than 50 individuals have joined under the new "Associate" category, which opens up membership to people who do not have industry experience but have passed Tier 1 qualification. The category also requires the relevant individuals to complete 24 CPD points prior to making the application.

Communications

Campaigns/promotions

Late in 2006 NIBA launched a bold and innovative advertising campaign designed to promote the role of the broker in the commercial insurance process. Using the slogan "Every business needs an insurance broker", the campaign featured on billboard "supersites" in the major capitals, as well as on posters on railway station and bus and tram stop walls.

Funded entirely by NIBA, the campaign also used taxi-tops and radio advertising in regional areas to ensure national coverage.

All advertisements directed consumers and business owners to a new NIBA

website, www.needabroker.com.au, which features the location, contact details and specialties of NIBA member companies. Since its launch last year up to the end of October this year, the site attracted 45,658 unique visitors who examined 327,141 pages of information. Anecdotal evidence from NIBA members indicates the site has generated significant levels of new business for many companies.

NIBA intends to continue the campaign in the coming year.

Marketing Kit

NIBA also completed a year-long program to introduce a new marketing kit for brokers. Each of the 12 chapters – circulated each month for inclusion in a specially designed folder – covered an area of marketing important to brokerages of all types, and was well received by members.

Media Relations

NIBA is responsible for representing the views of the intermediary sector in a crowded national and regional media scene. While media attention over the past year has been focused more on the corporate issues of the larger listed underwriters, NIBA has continued to push its own issues – mainly related to high taxation levels on premiums and the work of brokers following significant natural catastrophes like the New South Wales storms of June.

NIBA has also been successful in having a wide-ranging series of specially tailored articles placed in trade and professional publications explaining and supporting the important role of brokers in the insurance transaction, and reinforcing the "every business needs an insurance broker" theme.

NIBA Convention

In response to falling attendance numbers at the annual NIBA Convention due mainly to the growth of alternative conferences, NIBA undertook research into the future of its own event. As a result it



entered into a three-year program to reposition the NIBA Convention as the industry's premier conference.

The research revealed that members and the industry at large regard the NIBA Convention as a significant industry event that performs a role which cannot be easily filled by the available alternatives. The Convention brings together the entire industry to discuss issues that are outside the more "commercial" focus of other broker conferences.

To celebrate NIBA's 25th anniversary, this year's Convention at Conrad Jupiters on the Gold Coast offered considerable incentives to Young Professionals to attend. The duration of the Convention was also shortened by one day to three days.

More than 900 people attended the Convention, with the theme "Rising above the pack – celebrating 25 years of professional insurance broking".

The Convention also provided the climax to a year-long program to find the most outstanding Young Professional broker. Regional semi-finals were held in Perth, Adelaide, Melbourne, Sydney and Brisbane. The finalists attended a two-day judging and personal development program in Sydney and were also given free entry to the Convention. The winner was Ward Dedman of EBM insurance Brokers in Perth.

Early survey responses from attendees indicating a high level of satisfaction with the new, more intensive approach.

Member Liaison

The "Sundowners" sessions are now an important liaison activity for NIBA. This year the President and Chief Executive toured capital cities and regional centres to meet members and address the issues dominating the broking sector.

Traversing all states and territories, the Sundowners sessions provided an overview of the association and its work, the issues of importance, as well as information on legal matters, financial issues and liability.

Meetings with Divisional Committees

were also held during the year. These meetings are an important part of the NIBA communications process, allowing committee members to discuss and gain a deeper understanding of NIBA's approach to issues.

Meetings were also held with the major cluster groups, which are also well represented on NIBA's Board of Directors. While the clusters maintain an essentially commercial focus on their activities, they and NIBA gain valuable understandings on the detail of broker-specific issues from these regular meetings.

"Expos" organised in collaboration with the Underwriting Agencies Council were also held in many centres during the year. The expos provide a valuable function in bringing niche insurance products to the attention of a wide broker audience.

International Relations

The Chief Executive and the President attended several major international gatherings during the year, representing NIBA and Asia-Pacific interests at the Brussels-based World Federation of Insurance Intermediaries. NIBA is also a leading member of the Council of International Insurance Broker Associations, which embraces the interests of broker groups in the region.

Publications

The bi-monthly Insurance & Risk Professional continues to attract a wider industry audience. The magazine is highly regarded in the industry for the breadth of its articles and its authoritative approach to issues.

The magazine also achieved good levels of advertising revenue throughout the year.

The NIBA Gazette, which is reserved exclusively for members and carries advertising which is restricted for use by members, also recorded good levels of revenue for the association.

Board committees and sub-committees

EXECUTIVE COMMITTEE

President

Paul Goddard
Macey Insurance Brokers Pty Ltd

Vice President

Steve Lardner
Aon Risk Services

Immediate Past President

Stephen Ball
Jardine Lloyd Thompson Pty Ltd

FINANCE COMMITTEE

Chairman

Frank Earl
AHL Insurance Brokers Pty Ltd

Stephen Ball
Jardine Lloyd Thompson Pty Ltd

Paul Goddard
Macey Insurance Brokers Pty Ltd

Noel Pettersen
National Insurance Brokers
Association

PROFESSIONAL INDEMNITY COMMITTEE

Chairman

Stephen Ball
Jardine Lloyd Thompson Pty Ltd

Paul Goddard
Macey Insurance Brokers Pty Ltd

Noel Pettersen
National Insurance Brokers
Association

MARKETING COMMITTEE

Chairman

David Duffield
Marsh Pty Ltd

Michael Donnelly
Donnelly Insurance Brokers
Pty Ltd

Terry McMullan
McMullan Conway
Communications Pty Ltd

Noel Pettersen
National Insurance Brokers
Association

Shayne Smith
Insurance Broking Queensland
Pty Ltd

CONVENTION COMMITTEE

Chairman

Steve Lardner
Aon Risk Services

Linda Evans
National Insurance Brokers
Association

Paul Goddard
Macey Insurance Brokers Pty Ltd

Helen Jennings
Waldron Smith Management

Terry McMullan
McMullan Conway
Communications Pty Ltd

Noel Pettersen
National Insurance Brokers
Association

EDUCATION COMMITTEE

Chairman

Stephen Ball
Jardine Lloyd Thompson Pty Ltd

Frank Earl
AHL Insurance Brokers Pty Ltd

Linda Evans
National Insurance Brokers
Association

Gweneth Fletcher, AM

Greg Rynenberg
East West Insurance Brokers Pty Ltd

Gary Seymour
Willis Australia Limited

LIFE BROKERS AND ADVISERS COMMITTEE

Chairman

David Squire
Apogee Broker Services

Con Biletziclis
Willis Australia Ltd

Guyon Cates
Associated Planners Financial
Services

Neil Duck Chong
Mawson Securities Pty Ltd

Gweneth Fletcher, AM

David Lewis
Marsh Pty Ltd

David Rowell
Willis Australia Ltd

Michel Scutts
RetireInvest

William Smith
Intersure Pty Ltd

REGULATORY AND COMPLIANCE COMMITTEE

Chairman

Noel Pettersen

Maureen Ball

John Hanks

Mark Radford
National Insurance Brokers
Association

Helen Brennan
Marsh Pty Ltd

Kent James
Aon Risk Services

Robert Kelly
Steadfast Group Ltd

Nicole Maude
Jardine Lloyd Thompson Pty Ltd

Lach McKeough
Austbrokers

Graeme Norman
Willis Australia Ltd

David Squire
Apogee Broker Services

2007 AWARD WINNERS

NIBA General Insurer of the Year

QBE Insurance Australia

Lex McKeown Trophy

Frank Earl
AHL Insurance Brokers Pty Ltd

*For outstanding contribution to
NIBA, the industry and the
community in the current year*

Warren Tickle Memorial Award

Ward Dedman
EBM Insurance Brokers Pty Ltd

*Sponsored by Vero for a broker
under 35 who has academic
achievements and whose
professional standing is
attested by references from
fellow brokers, insurers and
clients*

Divisional committees

NEW SOUTH WALES

Chairman

Simon Cooling
Marsh Pty Ltd

Vice Chairman

Tim Wedlock
Austbrokers Sydney Pty Ltd

Stewart Ball
Shortland Insurance Brokers
Pty Ltd

Peter Brown
Peter L Brown & Associates
Pty Ltd

Chris MacKinnon
Arthur J Gallagher (Aus) Pty Ltd

John May
Jardine Lloyd Thompson Pty Ltd

Lou Pennetta
Mutual Brokers Pty Ltd

Jeff Smith
Aon Risk Services

Divisional Board Representative

Paul Goddard
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