



INSURANCE BROKERS' ASSOCIATION OF SASKATCHEWAN

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For Immediate Release
May 15, 2009

'Think Mentorship' Theme of Insurance Industry Dinner

At its annual industry dinner the Insurance Brokers Association of Saskatchewan (IBAS) heard important insights on the importance of mentorship and succession planning to the future of their industry.

Keynote speaker, Betty Ann Heggie, former Potash Corporation of Saskatchewan senior vice-president, has long been an advocate of mentorship in all aspects of the business and professional world.

Ernie Gaschler, Executive Director of IBAS, said this is an important issue for insurance brokerages where a substantial number of today's entrepreneurs will soon be heading into retirement.

“We all need people who validate us, who believe in us, who support us. A mentor will reinforce our aspirations and encourage us along the way, helping us to avoid potholes in the road. Right now, with the average age of brokers and insurance entrepreneurs steadily creeping up, mentors can play an important role in helping the industry pass the torch to the next generation,” said Heggie.

“More and more members of our industry are retiring so we need to be mindful to recruit and mentor a new generation of brokers and owners,” said Gaschler.

Gaschler also noted the growing role of women throughout the insurance industry.

“As part of the process of training the next generation of brokers, we have to continue to expand the range of people in leadership roles. This was once seen as a male-dominated industry, but that is rapidly changing. IBAS recognizes the important and growing role of women as brokers, business owners, community leaders and volunteers.”

Heggie asked that her \$500 guest speaker fee be donated to the U of S Edwards School of Business, which has founded a 'Womentorship' program.

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