

Normand G. Haas, CIP

Chartered Insurance Professional

Employment History

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| August 2008 to Present | <u>Insurance Brokers Marketing Group Canada Inc. T/A IBMG Canada</u> President & CEO <ul style="list-style-type: none">· <i>Acquired ownership and sole proprietorship of the brokerage.</i> |
| January 2006 to February 2008 | <u>Insurance Brokers Marketing Group Canada Inc. T/A IBMG Canada</u> Founding Managing Partner <ul style="list-style-type: none">· <i>Formed a new retail and wholesale property and casualty insurance brokerage.</i> |
| May 1989 to January 2006 | <u>Murtaugh Smith Financial Inc., Toronto, Ontario</u> Managing Producer <ul style="list-style-type: none">· <i>Develop new business and consult in both commercial and personal lines including life, disability, and critical illness insurance and employee benefits programs.</i>· <i>Develop group programs to companies and associations for home and automobile insurance.</i> |
| May 1985 to May 1989 | <u>Hayhurst Elias Dudek Inc., Toronto, Ontario</u> Account Executive <ul style="list-style-type: none">· <i>Responsible for new business goals in personal & commercial insurance including group employee benefits programs for various national associations.</i> |
| June 1984 to May 1985 | <u>Montreal Life Insurance Company, Etobicoke, Ontario</u> Brokerage Supervisor <ul style="list-style-type: none">· <i>Responsible for developing life departments within P&C brokerages across the GTA.</i> |
| April 1982 to June 1984 | <u>Crown Life Insurance Company, Toronto, Ontario</u> Sales Representative <ul style="list-style-type: none">· <i>Responsible for attaining assigned sales objectives of life insurance products.</i> |
| September 1979 to April 1982 | <u>Liberty Mutual Insurance, Mississauga, Ontario</u> Sales Representative <ul style="list-style-type: none">· <i>Responsible for achieving sales objectives on products sold by the personal lines department.</i> |
| August 1976 to September 1979 | <u>Royal Insurance Company of Canada, Islington, Ontario</u> Personal Lines and Commercial Underwriter <ul style="list-style-type: none">· <i>Specialized in property and casualty underwriting</i> |
| August 1975 to September 1976 | <u>Safeco Insurance Company, Mississauga, Ontario</u> Personal Lines Underwriter |