



GLOBAL PACIFIC
FINANCIAL SERVICES LTD.

New insurance and wealth distribution organizations mean more focus on you

Submitted by Victoria on July 9, 2020 - 11:48am



At Canada Life, we want to be the best place for you to do business and to provide the type of products and support you need to help grow your business. As we continue to evolve to better meet your needs, we're creating a deeper focus within our organization to offer leading-edge solutions and supporting the value of advice, along with a digital-first mindset and market-leading ease of doing business.

Today, I'm pleased to announce some exciting changes that will mean enhanced support for you and your business. We've created two distinct insurance and wealth organizations within our distribution structure and aligned strong leadership to support these areas.

Our new insurance and wealth distribution organizations

The insurance distribution organization will be led by **Mike Cunneen, Senior Vice-President, Insurance and Independent Distribution**. Mike's deep knowledge of our advisor channels, insurance product solutions and sales strategies will ensure we remain a market leader.

Joining Mike's team is **Nick Short, National Vice-President, Insurance Distribution**, leading the insurance wholesale team. Nick's extensive experience and strong relationships will be instrumental to maintaining and growing our wholesale offering.

Tim Prescott will lead the wealth distribution organization as **President and CEO Quadrus Investment Services Limited and Vice-President, Advisor Compliance and Wealth Distribution**. Tim brings over 20 years of experience and deep understanding of wealth markets and the mutual fund industry. This experience will be a critical asset as we evolve wealth wholesaling to support the growth of our wealth business.

Reporting to Tim in the role of **National Vice-President, Wealth Distribution** is a new face to the organization, **Daniel Gremontprez**, who joins us from Mackenzie Investments to lead wealth wholesale. Daniel's background in wealth sales, wholesale and inside sales, helps us create an organization that stands up to our competitors and aligns more closely to the industry standard. **John Foster, Regional Vice-President, Wealth** and **David Garland, Regional Vice-President, Wealth** will work with Daniel, managing the east and west wealth wholesale regions respectively.

Drew McNichol and **Yves Durivage** will join our MGA team as **Regional Vice-Presidents, MGA Partnerships**, supporting our MGA advisors in Western and Eastern Canada, respectively. They'll report to **Jim Brownlee, Vice-President, MGA Partnerships**.

David Greenwood, Vice-President, Distribution Initiatives will be transitioning to a role focused on strategic initiatives within Advisory Network. David's breadth and depth of experience in head office and the field will complement our executive leadership team.

Our advisor channels

We continue to invest in our advisor channels. We have strong leadership for each to ensure we continue to offer you the support and solutions to help you grow your business and service your clients. All channel leads will remain in their current positions:

- Freedom 55 Financial: **Abbie MacMillan, Vice-President, Freedom 55 Financial**
- MGA: **Jim Brownlee, Vice-President, Managing General Agency Partnerships**
- WISE: **Mark Foris, Vice-President, Wealth and Insurance Solutions Enterprise**
- National Accounts: **Sanjeev Khosla, Vice-President, National Account Partnerships**

Mike Rigato, Vice-President, Advanced Advisor Practices and **Neil Thomas, Assistant Vice-President, Strategic Sales and Support** will remain in their current roles.

Next steps: Introducing an inside sales team to enhance your wholesale support

To further enhance our wholesaling capability, we'll be introducing inside sales teams to support our wealth and insurance wholesale teams. These teams will function as an extension of your local wholesale support, working together to create greater breadth and depth to the wholesaling support we offer.

We'll never stop refining and evolving our focus to meet the needs of you and your clients and we're committed to supporting your practice at every age and stage. These changes are focused on connecting you with world-class product solutions that are competitive, relevant and positioned to win. Our passion is looking after the financial, physical and mental well-being of Canadians that includes you and the Canadians you serve. We look forward to continuing to strengthen our partnership with you.

Source URL: <https://ftp.globalpacific.com/bulletins/canada-life/2020-07-09/new-insurance-and-wealth-distribution-organizations-mean-more-focus-you>