



Jerry Boutilier

FIRM TITLE - Director of Insurance Relations

ROLE - Insurer Relations, Broker Advisor

EXPERIENCE - 15 Years

SPECIALIZATION

- Broker Advisory Services
- Brokerage Transformation
- Human Resources and IT Strategies
- Change Management

RELEVANT EXPERIENCE

With over 15 years experience in the insurance industry, Jerry joins The MIHI Group as Director of Insurance Relations. Formerly the General Manager of one of Ontario's largest insurance brokerages, Jerry's operational and management experience offers clients a wealth of strategies proven to create positive transformation within the traditional insurance brokerage structure.

Jerry assists clients in navigating the complex issues of Human Resources, technological advancements and ongoing insurer partner relationships. His strong support of the brokerage distribution channel drives his desire to help brokerages realize their true potential.

EDUCATION & LICENSING

- Bachelor of Arts (English), Trent University
- Advertising and Public Relations, St. Lawrence College
- Registered Insurance Brokers of Ontario - Level 2 (2007)
- Canadian Accredited Insurance Broker (1994)

EXECUTIVE EXPERIENCE

- Thomson Jemmett Vogelzang - General Manager (2001-2008)
- Thomson Jemmett Vogelzang - Producer (1993-2001)
- Corporate Foods Limited - Franchise Manager (1989-1993)

EXECUTIVE EXPERIENCE

- Managed the acquisition of a 40+ employee brokerage
- Developed and deployed a change management strategy to combine two distinct corporate cultures
- Designed an IT strategy for an 80+ employee brokerage
- Designed and implemented compensation models for a multi-departmental brokerage
- Designed and implemented an effective performance review system
- Developed a Personal Lines New Business Unit to improve insurer relations and profitability
- Implemented and managed an effective departmental management structure
- Facilitated ongoing brokerage strategic planning

COMMUNITY DEVELOPMENT & AFFILIATIONS

- Kingston Insurance Brokers Association - Past Director
- Ontario Minor Hockey Association - Coach
- Preserve our Wrecks (Kingston) - Past President