



Sean Mulcair

FIRM TITLE - Associate (Bilingual)
ROLE - Quebec Sales & Market Relations
EXPERIENCE - 20 Years

SPECIALIZATION

- Broker Best Practices
- IT Optimization
- Program Implementation

RELEVANT EXPERIENCE

Sean offers extensive knowledge to MIHI clients in the areas of sales, coaching and technology. As a successful entrepreneur, Sean has expanded his insurance career through brokerage ownership, continuing broker education / mentoring, and most recently as co-founder of Gradient Solutions Inc., providing innovative workflow solutions.

EDUCATION & LICENSING

- McGill University - General Insurance I & II
- ChAD (Chambre de l'assurance de dommages) - Accredited Educator
- Emploi Quebec - Accredited Educator
- Conseil des Assurances - Commercial Lines Broker
- Conseil des Assurances - Personal Lines Broker

CONTINUING EDUCATION & CORPORATE STUDIES

- Insurance Institute of Canada - AIIC Diploma (in progress)
- IBAC - best practices studies (ongoing)

PROFESSIONAL AFFILIATIONS

- IBAC - Best Practices Champion (Quebec)
- Concordia Regional Association of Insurance Brokers - The Educated Difference, Coordinator (1999-01)
- R.C.C.A.Q - Education Committee Advisor (2000-01)
- Zurich Canada - Regional Broker Advisory Panel (2000-01)
- CSIO (Centre for Study of Insurance) - Industry Website Advisory Panel (1999-00)
- R.C.C.A.Q - Concordia Regional Committee Representative (1998-99)
- A.C.A.P.Q. - Concordia Regional Committee Representative (1996-98)

SPEAKING ENGAGEMENTS & TRAINING SEMINARS

- McGill University - Lecturer
- The Shadd Business Centre - Lecturer

COMMUNITY DEVELOPMENT

- Lake Marois Country Club - Board of Directors
- Quebec Provincial Elections - Volunteer

AWARDS & DESIGNATIONS

- Concordia Regional Association of Insurance Brokers - 2001 Broker of the Year