

CIP SOCIETY NATIONAL LEADERSHIP AWARD WINNER

Emerging Leader:



Thomas Newby, CIP, CRM, CAIB

Commercial Account Executive

T. G. Colley & Sons Ltd.

Guelph, ON

"He has accomplished so much in such a short period of time and yet I know he has only just begun to realize his potential as one of this industry's leaders of tomorrow."

Thomas Newby joined Colley Insurance in June 1997 after graduating from Fanshawe's Business Insurance Program. He started as a Data Input Clerk, and after obtaining his RIBO license, he was promoted to Personal Lines Customer Service Broker in the firm's group home and auto division. With advanced education came advanced standing and more responsibility. Thomas completed his CIP and CAIB designations and most recently his CRM. Thomas has been a Commercial Producer for only a few years but in that time, he has taken a long-term advisory approach to cultivating his business relationships.

Thomas leads everyday by example, he leads by his work ethic, he leads by his thirst for knowledge and understanding, and most of all he leads by his commitment to his clients, the community, the brokerage and the insurance industry. The entire staff turns to Thomas for his technical expertise and as an example of what can be accomplished with the right attitude and effort. As a mentor, Thomas has become a technical advisor to new hires at the brokerage.

As one nominator stated:

"It may seem trivial but Thomas is the type of person who has shoveled the snow at the office on repeated occasions without ever being asked. It might be the risk manager in him or his concern for the safety of others but this is just another example of Thomas taking the initiative to make a difference."

During Thomas' five years on the board of the Guelph and District Brokers Association, the Association flourished. In his year as President, the Board implemented a change in meeting structure by introducing educational offerings which boosted attendance and revenue for the Association. It became a thriving association that has a strong membership going forward.

"As President and Past President of the Guelph and District Insurance Brokers Association, Thomas was an exemplary leader. He provided clear direction, set a standard for professionalism for the entire board, and contributed to the high level of participation of our membership. As current President, I continue to model my behaviour on the example set by Thomas."

In addition to his commitment to industry organizations, Thomas has also become an active member of the community. He is a member of the Rotary Club of Guelph South since 2007 and is chair of both their Foundation Committee and Sponsorship Committee. He is also in his third year as a member of the Guelph Canadian Cancer Society Golf Classic which is one of the most prestigious tournaments in the community and raised over \$70,000 for cancer in 2008.

As one nominator summed it up:

"His professionalism, the high regard he has for the pursuit of industry knowledge and business acumen are exactly what our future leaders need."

Thomas Newby is a deserving recipient of a CIP Society Emerging Leader Award.

The logo features a stylized white silhouette of a person in a tuxedo, standing between two dark blue silhouettes of people in tuxedos. The background is a dark blue gradient.

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NATIONAL LEADERSHIP
AWARDS