

CIP SOCIETY NATIONAL LEADERSHIP AWARD WINNER

Established Leader:



Patrick McNally, BBA, FCIP

Regional Vice President
RSA Insurance Company of Canada
Dartmouth, NS

Fresh from university with a BBA, Pat joined RSA as a Claims Trainee in Saint John, New Brunswick in 1977 and since then has worked in every province and territory (except Quebec) across Canada. Never one to shy away from something new, his country-wide travels have involved multiple roles and key leadership positions across the breadth of insurance operations including claims, personal and commercial underwriting, and sales. In his current role, Regional Vice President – Atlantic Region, Pat is responsible for the continued growth of personal and commercial insurance, fostering and maintaining strong broker relations, and over the years working with and reporting to the national and global executive.

Pat understands how to mobilize a team and also how to motivate an individual to get the job done. He is quick to congratulate or recognize an achievement and give credit where it's due. He is incredibly upbeat and positive and his enthusiasm is contagious.

Pat McNally is one of those rare individuals who has the ability to lead leaders. His ability to coach and mentor has launched many careers within RSA and indeed a great number of those who have had the pleasure of working with Pat have gone on to senior leadership positions within the company or elsewhere in the industry.

As one reference stated: "Pat appreciates the importance of strong relationships and knows these relationships are based on the core values of mutual respect, integrity and trust, values that Pat adheres to and practices, everyday. Pat is not only an outstanding business partner, but also a decent and honourable man."

As another reference stated: "When I look at the industry landscape, I can think of no one who fights for the industry and the brokers more than Pat. He tirelessly gives of himself to various industry committees and visits brokers in the field. I was involved first hand when Pat mobilized a team to not only handle the FA Depopulation but process them on the spot so that clients had minimal disruption. When the broker community is in need of training or has hired a new recruit, they know they can always count on Pat to help educate and train that person. When it comes to the insurance industry and the broker force, Pat backs action with passion!"

Insurers are in the business of helping communities. Pat has always encouraged staff to get involved, and leads by example. Every December, Pat is the auctioneer for the annual in-office auction raising the bids and the funds to help give local families a happy holiday. He helped lead nine fellow riders around Cape Breton Island in the first annual motorcycle ride during the Atlantic Alliance Broker Convention in 2008 which raised \$2500 for WICC. He is a designated driver and a driving force behind RSA's participation in Operation Red Nose in Halifax. In memoriam for a colleague, Pat and the team at RSA convert the training room to a blood donor clinic five times a year.

Pat has been a strong supporter of the local Insurance Institute and encourages RSA employees to get involved on local boards and teach courses. Pat has always been a supporter and contributor to local broker associations including the recently developed Young Broker Associations in Atlantic Canada. In 2009, Pat was nominated for two prestigious awards: The Platinum Award (an annual corporate program that recognizes individuals who have made significant contributions to RSA) and Insurer Representative of the Year (an annual award presented by the Insurance Brokers Association of Nova Scotia).

All these accolades may not be Pat's style though, as one reference stated: "I think the most impressive thing about Pat is that he never seeks out credit for himself and is satisfied with watching those he has mentored have the spotlight."

It is with great pleasure that the CIP Society recognizes Pat McNally as an Established Leader.



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AWARDS