



COMMUNITY  
BROKER  
NETWORK

# CBN AB Council



## 2020 CBN Authorised Broker Forum

ACT, NSW and QLD Nominee Summary

December 2019



## Voting instructions:

Please find below our ACT, NSW and QLD nominee for your information.

Thank you to our brokers who have nominated themselves to represent our Network, we appreciate your commitment.

In this document you find a brief summary of each candidate separated by State, please read each candidate's summary carefully and then click the link below or in the announcement.

When voting, you need to number each box starting at 1 as your preferred candidate and working your way through until all boxes are numbered. The two candidates for NSW and QLD with the greatest number of 1's and greatest number of 2's will be your elected representatives.

For our ACT Brokers, due to the numbers of ACT-based brokers, we have decided that we will only take 1 representative with the elected NSW representatives as your support. Please select either candidate when voting with the person with the most support being the elected representative.

To cast your vote, [click here](#)

Voting will close on 10 January 2020 and the successful candidates will be announced by end of January.

Good luck to our nominees.



## Please find below the nominees for ACT



**Margo Goodall**

Director  
Credence Insurance

Having over 30 years experience in the insurance industry in a wide range of positions including Sales Management, Claims Management and Relationship Management I am keen to represent the interests of all the CBN Authorised representatives on the AR Council. I am principal of my own brokerage, am a Fellow of ANZIFF and hold a Graduate Diploma in Insurance and I am motivated to achieve outcomes through the role on behalf of all CBN ARs.



**Stephen Okkonen**

Principal  
Freedom Finance General Pty Ltd

I have more than 17 years of insurance knowledge and experience with the last 10 years primarily in the ACT, I understand the unique challenges our ACT network faces on a daily basis. My creative thinking and business acumen have helped me to build a successful business. I can identify areas the ACT network can build on in order to benefit and strengthen the group.



## Please find below the nominees for NSW:



**Warwick Andison**  
Managing Director  
Intertrade Insurance Services Pty Ltd

I am an Insurance professional with more than 40 years-experience working in a range of areas including marketing and leadership. I am across all areas of Insurance products and am willing to assist any of our Network AB's if required. With offices in Melbourne and Sydney I am able to understand the changing landscape of the industry easily.



**Anthony Barbara**  
Director  
AJB Insurance Solutions

I will bring a unique and diverse look to the AB Council from my 20 years-experience as a broker and an underwriter in the UK & Australia. As a business owner I pride myself on collaboration and continuous education which has created a successful business for myself. I can see a lot of potential for growth and innovation in our network and I have the passion and energy to get us there.



**Nicholas Bedggood**  
Director  
Citadel Insurance Services Pty Ltd

While only having 6 years in the industry, my experience as a business owner and the struggles I have encountered would allow me to support other network brokerages with their issues and concerns. I would be encouraging and open for dialogue at any time.



**John Bowman**  
Principal  
ARMA Insurance Brokers, Young

As a regional based broker, my experience is not only about how many years I have been in the industry, but it is the understanding of the rural and regional landscape of my clients, who are not CBD based.



**Julie Lonard**  
Principal – Authorised Broker  
1st Choice Insurance Services

I bring a diverse level of industry experience having worked for large international and SME brokerages over the past 24 years. This, plus running my own business has taught me to be diligent, open-minded and to look at the big picture. I am approachable and look forward to potentially serving on the CBN AB Council.



## Please find below the nominees for QLD:



**John Burkhardt**  
Principal Broker  
Insuring the Product

Having been an insurance professional since 1986 and having taken some time away from the industry has offered me the ability to see how we can better work together. I have created and worked in many businesses during my time and have found the information I have learnt to be invaluable. I am always keen to search for ways that our network and CBN can work together to improve efficiency and our effectiveness to our clients.



**Drew Campbell**  
Director/Senior Broker  
Sirius Insurance Pty Ltd

With experience on both the Underwriting and Broking sides of the industry, I believe I have the knowledge and expertise to support and assist our QLD based brokers on the AB Council.



**David Coe**  
Managing Director  
Northwest Insurance

With 30 years of insurance experience across General Insurance Broking, Underwriting and life insurance, I have a cross-sectional understanding of the industry including the experience of building multiple books of Insurance businesses. I am able to interact and engage easily and therefore can help our network to achieve their goals.



**Danny Dworjanyn**  
Principal Broker  
Method Insurance

I have 16 years of industry experience and over 13 years operating in the NQ insurance market. With a focus on advice not sales, I provide knowledge and experience to assist my client's make the best decisions when managing their insurable risks in North Queensland.



**Shane Moore**  
Managing Director  
Trade Risk

My experience in the industry is based over 20 years with a large part of that with Trade Risk. My ability to see the industry from a different view point allows me the opportunity to provide a different perspective to issues and concerns that our network and industry may face.



**Tony Noyes**  
Principal  
Arma Insurance Brokers CQ

I started my own business in 2007 and expanded to two offices in 2014. With my experience I believe I can represent a large number of brokers especially in Central and North Queensland and I have vast experience in all types of Domestic, Business and Rural insurance. I also have the experience of starting and building my own brokerage as well as being an integral member of the Arma Team comprising 6 Directors and 8 Offices. I own and manage the Gladstone Office which is predominately Business and the Biloela Office which is mainly a Rural Portfolio. I believe this give me knowledge on the all areas to adequately represent the QLD market and their main issues.



**Karen Paterson**  
Principal  
Paterson Insurance Broking

We are all in businesses of our own, which has its own challenges, but we are also part of the community that is Community Broker Network and the strength that brings. The next 2 years are going to bring some new challenges/opportunities for us all, with changes in legislation and compliance. As a woman in Insurance for over 30 years, I believe I can bring a fresh and balanced view to the AB Council as your Qld advocate and be your voice to the management on concerns or ideas you may wish to put forward.



**Craig Smith**  
Director/ Broker  
Motor and General Insurance Brokers Pty Ltd

I have 20 years-experience working for an underwriter, broker and now as Director of Motor and General for 3 years. Over this period I have gained a holistic view and understating of the industry and business needs. In my previous role as a BDM, it enabled me to engage and create connections with many people in the industry across all levels and roles as ARs, brokers and underwriters. It is important to ensure we are able to understand, engage, use critical thinking and problem solving to eliminate concerns to achieve a positive result for everyone involved.