

Chairman's Greetings

Thank you Allen!

Last year, back in Whistler, this day seemed so far away and suddenly, here it is.
Time flies when you are having fun!!

Being elected as your Chairman of the Board is certainly a highlight of my career. To follow in the footsteps of the many talented individuals that have served in this capacity over the past 86 years is truly an honour. An honour that I do not take lightly as CIPH continues to represent its members very well with the great team led by Ralph Suppa. The membership is very fortunate that the CIPH board continues to draw accomplished volunteers that want to make a difference in our industry. I look forward to working with the board and all 9 regions over the next 12 months.

I have selected four key areas to focus on over the next year:

1. To continue the work that was started last year, which is engaging the Manufacturers and Wholesalers in round table discussions with the Agents. **Connecting** to find better ways to work together.
2. Integrate our last Long Range Plan with our recently developed Long Range Plan. We must not forget our past ideals as we move forward in a fast changing environment.
3. Find meaningful ways to **connect** to the Agents across the country to ensure they engage in their respective regions
4. Share the significance of our industry with Canadians. We know that the work that we do is essential to the quality of life that all Canadians expect.

Anyone use water today? Have a coffee? flush a toilet? cook a lobster?
Without our industry those things don't happen!!

It's time to start telling Canadians that the role CIPH and its members play are paramount to our country. A marketing initiative would be a great place to start.

The ideas that I'm sharing with you today have been influenced by the many that have helped me to get to this position. To the Agents that chose me to represent them, to the Nominating committee that approved my selection, to the last 8 boards that I was fortunate enough to work with. I would like to thank all of you for your support, mentorship and confidence.

Early in my career a manager of mine stated:

“If you give to your industry, your industry will give back to you”

I have kept this quote close to my heart. Fortunately, the vision that he shared with me has come true. I am proud to have served and continue to serve in this great industry.

There are a few more people I need to thank for giving me the time to give to CIPH.

To my business partners, Jeff Blair and Rob Lang, thank you for your understanding and generosity to free up my time to volunteer for the past 15 years. I would also like to thank the founder of Barclay Sales, Bruce Barclay. Bruce (Honorary member) served on the National Board for six years. Bruce introduced me to the Agency world in 2005.

To my wife, Ilene, you have been by my side for 36 years now and your love and support has been unwavering. Without you I could not have given to this industry the way I have. Thank you!!

To close, my final thank you is to CIPH and to all of you in this room. The energy and enthusiasm that you all bring to your work is what makes CIPH such a fantastic organization to be part of. I have been involved on a CIPH board for the past 28 years. It started with me wanting to give back. Here I am, all these years later hoping to influence others to get involved and to appreciate the association we call CIPH.

Andrew Dyck

Vice President of Sales, Barclay Sales Ltd.