



SBA Staff Additions March 2008

SBA is very pleased to announce that the following new colleagues have recently joined us:

Clive Higgins

Clive is one of the most highly respected insurance practitioners in the West Australian market and comes to us with 30 years of background gained with a combination of international insurance brokers and large underwriting companies. His particular focus has traditionally been on high value and technically challenging customers and he was most recently Divisional Director, Corporate with major broking house Aon.

Prior to Aon, Clive spent many years with JLT handling accounts such as Wesfarmers Limited, and was also resident in Melbourne for 6 years as Manager of QBE's Corporate Division there.

In addition to the customary insurance broking qualifications, Clive is also a Fellow of the Australian Institute of Insurance and Finance, and an Associate in both Loss Control Management and Risk Management with the Insurance Institute of America. He has lectured extensively for the Australian Institute, particularly on Casualty (Liability) classes, an area where he now acts as a specialist consultant to many of our larger clients.

Kelly Nicotra

Kelly is a highly experienced Support Officer having previously worked with a number of successful broking and underwriting operations. She is fully qualified under the Australian Financial Services regulations has a very strong claims background which is particularly useful in assisting with the day to day management of our clients requirements

Kelly only recently relocated from Queensland, but we are very glad she did and are determined that we will make a West Australian out of her one day. She is a welcome addition to our team and will be primarily involved in administration for our Corporate and Resource clients.