

David J. Patriarche

www.mainstayinsurance.ca www.cgib.ca

10 Linton Court, Thornhill, Ontario, L3T 5M9 - Phone: 905-886-9203 Cell: 416-409-2117

E-mail: dave@mainstayinsurance.ca

Mainstay Insurance Brokerage Inc. - President - June 1996 to present (24 years)

Independent Licensed Broker in Ontario (FSCO) # [96037281](#) - Life and Accident and Sickness

FSCO Corporate Licence # [30502M](#)

Group Benefits Associate (GBA) Designation - [International Foundation of Employee Benefit Plans](#)

Specializes in Employee Benefit plans for small and mid-sized businesses

Group Benefit Breakfasts - September 2005 to 2011

Established informal group hosting monthly educational networking meetings

Canadian Group Insurance Brokers Inc. - Founder - September 2011 to present

Professional association with over 250 members providing Continuing Education (CE) Seminars and Networking events for benefit brokers to maintain licensing requirements and improve industry knowledge and proficiency

Professional Experience (excerpts)

2020 The Banff School ADVOCIS speaker – (postponed to 2021)

2016 - 2020 Sanofi Canada Healthcare Survey - Advisory Board Member

2019 The Okanagan ADVOCIS School speaker – Keynote Speaker

2019 Chambers of Commerce Group Insurance Plan Prairie Region Conference – Keynote Speaker

2018 - 2020 Benefits & Private Healthcare Associate (BPHA) program- Innovations and New Horizons in Benefits – Keynote Speaker

2016 & 2019 BBD Windsor Partners Forum - Keynote Speaker

2016 & 2019 BBD Ottawa Partners Forum - Keynote Speaker

2016 AbbVie Hot Topics for Private Payers Virtual Ad Board - Panel participant - Subsequent Entry Biologics

2016 CPBI Annual National Forum – Speaker

2016 Canadian Leadership Council on Drug Plan Partnerships – Panel participant

2015 Mapol Annual Education for the Pharmaceutical Industry - Advisory Board - The Challenges and Choices, A Broker Perspective

2015 -2016 Calgary & Vancouver Group Quest Benefit Resources Broker Forum - Keynote Speaker

2015 Conference for Advanced Life Underwriting (CALU) Annual General Meeting - Speaker - Practice Management Seminar

2014 – 2020 Annual Mapol Benefits Advisors Drug Plan Outlook Meeting - Panel participant

2014 Toronto Group Quest Benefit Resources Broker Forum - Keynote Speaker

2014 GIPC Annual Meeting - High Cost Claimants - A New Dynamic - Panel participant

2013 Medavie Blue Cross Halifax, Moncton and St. John's Advisor Workshops - Keynote speaker

2013 Canada Sales Congress – Speaker - 10 Best Sales Ideas for Group Insurance

2012 AGIAC Toronto, Calgary & Vancouver Conference – Keynote Speaker

2009 to Present Canadian Group Insurance Brokers Association - Regular Keynote Speaker

*Over 1000 employee benefit focused brokers and insurers trained on the importance of plan administrator education to reduce liability. Topics include mandatory contract wording, eligibility requirements, areas of uninsured or underinsured risk, human resource and taxation issues.

Recent Articles:

<u>June 2020</u>	6th Annual Benefits Advisors' Drug Plan Outlook
<u>April 2020</u>	COVID-19 crisis sparks greater interest in life insurance
<u>April 2020</u>	Read the contracts you sell with care. (PDF version)
<u>March 2020</u>	What dental benefits topics should plan sponsor be considering?
<u>February 2020</u>	Insurers advised to change LTD practices affecting small employers
<u>January 2020</u>	Coverage Improves for Women Returning from Maternity Leave
<u>January 2020</u>	2019 benefits costs show the sky isn't falling
<u>June 2019</u>	Can new healthcare and technology solutions be integrated into private drug plan designs?
<u>June 2019</u>	Gaps persist in plan sponsor, member views on benefits: Sanofi
<u>June 2019</u>	CLHIA withdraws contentious Guideline G19
<u>June 2019</u>	CLHIA withdraws compensation disclosure guideline
<u>May 2019</u>	Group benefits advisors urged to stay vigilant about G19
<u>May 2019</u>	G19 "misunderstood"

Personal Advocacy Work:

<u>February 2020</u>	Insurers advised to change LTD practices affecting small employers https://cgib.ca/nemincrease/
<u>January 2020</u>	Mat leave returners no longer facing reset of LTD pre-existing clause https://cgib.ca/matleaverisklist/
<u>June 2019</u>	CLHIA withdraws compensation disclosure guideline
<u>May 2019</u>	G19 "misunderstood"

Speaker Bio: <https://www.mainstayinsurance.ca/speaker-biography-dave-patriarche/>

Podcasts: <https://www.mainstayinsurance.ca/podcasts/>