



Oegema, Nicholson & Associates Insurance Brokers:

A reputation for outstanding service almost 50 years in the making



tailors its services to suit the preferences of the individual client, with an emphasis on face-to-face contact. Even today, representatives often make house calls.

"We don't wait for our clients to come to us," says Bart's daughter, Jennifer. "We go to them and strive to anticipate their needs. That's our standard approach to how we do business."

Jennifer joined the brokerage five years ago and continues to grow her expertise as an Account Manager on the family philosophy that taking over the business is a trust that must be earned, not given. This

focus on earning one's stripes filters through the entire organization, with a commitment to encourage and support ongoing professional development.

"To provide superior service to our clients, we need competent and educated professionals on our staff with exten-

sive industry knowledge," says Jennifer. "We are all committed to life-long learning."

The Oegema, Nicholson team also feel a strong obligation to give back, both to the profession and to the local community. The Oegema family has been active in their local professional associations, which promote professional standards and educational excellence. A number of staff freely give their time on community outreach and education.

For Gary Thomas, who joined the brokerage six months ago after working for five years elsewhere in the industry, coming to Oegema, Nicholson was a refreshing change.

"I don't think Bart, Peter and Jennifer fully appreciate the reputation and the level of goodwill they have built in the Ottawa area with the outreach and advocacy that they do," says Thomas. "It meant a lot to me before I joined the team to hear from people who have dealt with Oegema, Nicholson & Associates such consistent and positive feedback about the professional expertise and community commitment that exists here."



**Oegema,
Nicholson**
& Associates

COMPLETE INSURANCE SERVICES

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