

# KYLE MACDONALD

# JAMIE MINGAY

Jamie Mingay and Kyle MacDonald both know that insurance shopping might not be perceived as “fun” for most. That’s why their goal is to make securing insurance as convenient and easy as possible. At Insurance Store Inc., they offer their clients home, auto and business insurance, as well as coverage for fun things like boats, sea-doods, jet skis, ATVs and mobile homes – a real one-stop shop. Together, they have over 25 years of experience in insurance.

“We want to change people’s views and allow them to get the right advice, right coverage, at the right price, in the most convenient manner,” explains Managing Director Jamie Mingay.

MacDonald began working with St. Clair Insurance Brokers Inc. in 2013, building his clientele in home, auto and business insurance. Mingay started as an insurance broker in 2001 with a local family brokerage before joining St. Clair Insurance Brokers Inc. in 2015. This past January, St. Clair Insurance Brokers merged with Howard Noble Insurance Limited, forming Insurance Store Inc. with seven offices across Ontario. Mingay was then promoted to Managing Director of the newly formed brokerage.

“We have a fresh new look and name that highlights the breadth in products we offer with the local touch and service that our clients have always been used to in our communities. We are also in the midst of building a new, best in class website that will allow our customers to purchase online, chat with our specialists or download a copy of their policy, all based on their needs and preferences,” explains Mingay.

“Insurance rates have had a bumpy ride the last couple of years. But, grinding away, putting the hard work in and being straight with clients will always gain the long-term trust that fuels our business,” adds Senior Personal and Business Insurance Executive Kyle MacDonald.

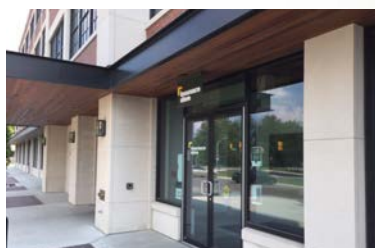
By being proactive instead of reactive, MacDonald knows he can often anticipate increases in rates or know when a claim or ticket falls off a customer’s record. Being organized and aware of these critical factors allows him to position their clients’ needs proactively.

“What I love about being an insurance broker is the constant challenge — no day is the same. The industry is forever changing, and you will always get approached on something new and unique. My job is to make the process as stress-free and easy as possible for my customers,” explains MacDonald.

Insurance Store Inc. has grown from one small office in 2012 to seven locations staffed with over 95 insurance specialists in 2021, **including their newest location in the Walker Power Building in Windsor.** Their other physical sites are located in Tecumseh, Chatham, Woodstock, Barrie, Collingwood and Alliston.

“We have seen extraordinary growth and hired many new and talented employees in all our locations. In response to the challenge that Covid-19 presented this past year, we have seamlessly transitioned 90 per cent of our workforce to a work-from-home environment while keeping our service levels high. We are looking forward to re-opening our flagship insurance store locations in Windsor and Barrie to the public in the coming months so that we can show off the in-store experience that we are so proud of,” exclaims Mingay.

For any and all questions regarding home, auto, business and recreational insurance, visit [www.insurancestore.ca](http://www.insurancestore.ca) today!



What Kyle’s Wearing:  
Suit: Jack Victor  
Shirt: Jack Lipson  
Tie: Montebello  
Shoes: Stacey Adams

What Jamie’s Wearing:  
Sport Coat: J Grill By Paragon  
Shirt: Blu By Polifroni  
Pants: Riviera Traveller Pant  
Belt: Benchcraft