



HUSSEIN KHALIL

Attempting to open your own business is a make-or-break endeavor, but after acquiring six years of experience working as an insurance broker, Hussein Khalil took the leap of faith, bet on himself and has not looked back since doing so.

"Through Desjardins Insurance, I was able to attend an internship program and was trained to become my own insurance agent," Hussein states. "I needed to learn how to open a corporation, hire a staff, manage a team, market our office and the list goes on. Being an employee my whole life, I was new to this world, but I knew I was great at my job and wanted to be able to lead a team of insurance professionals to provide the best protection for the people of our community."

Initially located at 1291 Wyandotte St. E, the Khalil Insurance Agency now resides at 1356 Ottawa St, in a completely renovated building where clients can have an intimate conversation regarding their policy and assess their options.

"Each client is taken care of carefully by myself and my staff, rather than having them set up an insurance policy and having to call into a call center for assistance," Hussein says. "We build close relationships with our clients and ensure they are up to date on anything they need to know with their policies. We are always open to questions or concerns without making our clients wait for an answer. Also, we have two fluent Arabic speakers for those clients who need it."

Backing himself has paid off handsomely, as Hussein's innate confidence, prowess and perseverance now set the tone for the Khalil Insurance Agency and its staff.

"Opening a business is always very scary, but if you are doing what you love, everything falls into place quite easily," Hussein says.

"With insurance, we do not sell something people can take home with them. We offer the promise that when something goes wrong with the things that matter the most in their lives, we will be there to assist them. So, when someone is shopping for insurance, having a local office and a friendly face to talk to really separates us from other insurance companies. We also have the most knowledgeable, empathetic and hardworking team in the insurance world."



What Hussein Is Wearing
Sport Coat: Fish Named Fred
Shirt: Blu By Polifroni
Puff: Dion
Pants: Paige
Belt: Benchcraft

Story by Rafal Ladysz | Photo by Pat Scandale