



LOCATION
Toronto, Ontario

SUCCESS WITH
Broker Briefcase®
Canada

BROKERAGE FOCUS
Commercial and private insurance

Having like-minded thought leaders to innovate with and help guide the Canadian risk management and insurance space is one of the best aspects of our partnership.

—Kyle Nichols, President

BACKGROUND

Hugh Wood Canada Ltd. (HWI)—a privately-held independent organization and a Hugh Wood International company—provides insurance and risk management advice to their valued clients across Canada. HWI Canada is one of Zywave's top partners. As a leading consultative brokerage, Zywave has collaborated with HWI Canada to guide its strategic direction in Canada and drive utilization at the producer level to enhance client interactions.

SOLUTION

Hugh Wood Canada uses Zywave's Broker Briefcase® Canada.

RESULTS

As a global insurance brokerage built on a consultative client-centric approach, HWI Canada utilizes Zywave to go beyond the transaction renewal cycle to impact their clients' risk management, training, and preparedness with dedicated insurance and risk management content delivered in a timely and easy-to-use format.

Through this partnership, HWI Canada has been able to build a cadence with their client and prospect base, and continue to build their reputation in the market.

"We do not just subscribe to a Zywave product. This is more than just a software subscription for us. Having like-minded thought leaders to innovate with and help guide the Canadian risk management and insurance space is one of the best aspects of our partnership," said Kyle Nichols, President at Hugh Wood Canada Ltd.