

# CLEAR People

## Gary Swinson

### Account Executive



### What is the best thing about being part of the CLEAR Group?

For me, it's the culture. CLEAR was one of the first insurance brokers to champion a professional yet informal approach, and the mantra 'do the right thing' is at the heart of what we strive to do. We occupy a unique space in the market by remaining truly independent, and we have significant infrastructure and internal expertise to tap into. All this allows us to take advantage of the economies of scale and retain a more personal feel to our client relationships.

### How do you define your role at CLEAR?

Helping clients to identify their risk exposures and providing bespoke insurance programmes for them. I like to give a prompt and professional service along the way, which helps build and strengthen relationships. My aim is always to be an attentive and trusted advisor rather than just a transactional supplier.

### What is your CLEAR Journey?

I began working for Heartland as a trainee account handler in September 2010. In 2014, the Clear Group acquired us. There's been tremendous growth within the Group since then and that has created more opportunities for me as an individual. I've gained a wealth of experience and expertise and acquired specialisms that benefit my clients. I am excited to see what new roles and additional group capabilities develop in the coming years as the business continues to expand.

### What is the best thing about your team and branch?

Everyone here is polite and respectful, has time for each other, and we are always willing to give support to our team members. We have also recently welcomed our new colleagues from HIA (a broker we recently acquired), adding strength and experience to the Leamington branch.

### What do you bring to the party?

I'm a chartered broker, achieving my ACII with the company's support. This qualification demonstrates a high level of professionalism and technical knowledge. On a more personal level, I'm always amiable and approachable. Since CLEAR is very much a people business, this quality is as important as my technical aptitude. It's also much more fun to work alongside friendly people!

### If you won the lottery, what would you do?

I'd like to say that I'd make all sorts of wise investment decisions and philanthropic donations. In reality though, my winning the jackpot would probably be more akin to Brewster's Millions...

