



Todd Hynes
Vice President of Sales, ivari

Todd was one of the top-ranked speakers at DAC 2014.

As Vice President of Sales at ivari, Todd is responsible for the sales and business development strategic direction efforts for the Business Insurance Solutions, Convergis and Company Offices across Canada.

He and his team work closely with distribution partners to deliver the ivari experience to independent advisors across the country. Launched in 2012, Business Insurance Solutions provides support to advisors who are engaged primarily in the Business Owner market. Convergis is a contract option delivering the structure, coaching, marketing support, tools and processes more commonly associated with the career agency system to the brokerage market. Ivari's Company Office channel provides independent advisors the opportunity to partner directly with a manufacturer.

Todd brings a wide range of skills and experience, having started his career as an advisor in 1983. He has worked in sales management and executive positions for several of Canada's largest financial institutions, in both career and brokerage environments.