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Graeme Berwick is Managing Director of QR Consulting, a management consultancy specialising in business solutions for the financial services sector - primarily insurance brokers, underwriting agencies and insurance companies both in Australia and throughout Asia.

He has more than 20 years experience in the financial services sector, both in Australia and internationally. In various executive roles, Graeme has been involved in all facets of operational client servicing, new business production, as well as strategic development, change and knowledge management.

He was employed for more than 14 years by Marsh engaged in insurance broking roles in Sydney, Canberra and London. Graeme also worked for over 7 years with Willis. This included the role as Managing Director of the Australian retail insurance broking company, an operation at that time with over 200 staff and more than \$20m in annual revenues.

Graeme's qualifications include an MBA from Macquarie University, a Diploma of Financial Services (Ins Broking) and a Fellow of the Australian and New Zealand Institute of Insurance and Finance. Graeme also held the position of director for the board of NIBA, (the National Insurance Brokers Association in Australia) and is currently a board member for the NSW Meals on Wheels Association.

Graeme is author of the region's first comprehensive text on corporate insurance "The Executive's Guide To Insurance and Risk Management", which has sold to public and private businesses, federal, state and local government organisation across Australia and internationally.

He has had numerous articles published on managing your insurance programme, and is a regular presenter at various conferences, the most recent being for ARIMA, the Association of Insurance and Risk Managers, AALARA, the Association for Amusement, Leisure and Recreation Industries, and the OAMPS Limited National Conference.