



Mike Callon bids 'adieu' after 50 years

This past July marked **Mike Callon's** 50th anniversary in the P&C insurance industry. Think about that number – 50 years! Having reached that momentous milestone and now recovering from his second hip replacement, Mike felt it was time to bid adieu to the industry he holds so close to his heart. The London-based Vice-President of Marketing for Totten Insurance Group is retiring at the end of the year and the entire industry will be sorry to see him go.

A cheerful, dependable presence at trade shows across the nation over the past couple of decades, these events just won't seem the same without him. His bubbly personality and quick quips

made many trade show attendees and exhibitors forget about their long days and tired feet. "I've attended more trade shows, conferences and industry-related functions than I can count," says Mike with a laugh, "however each event was a new adventure. I really enjoyed seeing old friends and making new ones."

Mike's career started in 1962 right out of high school when he spurned an offer from a bank in order to work for General Accident Group in Toronto. Climbing the corporate ladder, Mike enjoyed transfers to Thunder Bay, Hamilton and Orillia. It was in Thunder Bay where he met his wife, Lil. The couple has three children (a son and two daughters) and seven grandchildren.

After a year with Sun Alliance, Mike went the broker route; six years with Stout Agencies and then two years with his own brokerage. "In that time, I got a real good feel for what brokers needed – and what they weren't getting," he says.

Mike decided to return to the corporate banner and went back to Sun Alliance before leaving for stints at Federation, Laurentian and the South Western Group. It was at this latter stop where he met a charismatic individual named **Ross Totten**. The pair hit it off and, after much discussion and planning, decided to go into business together.

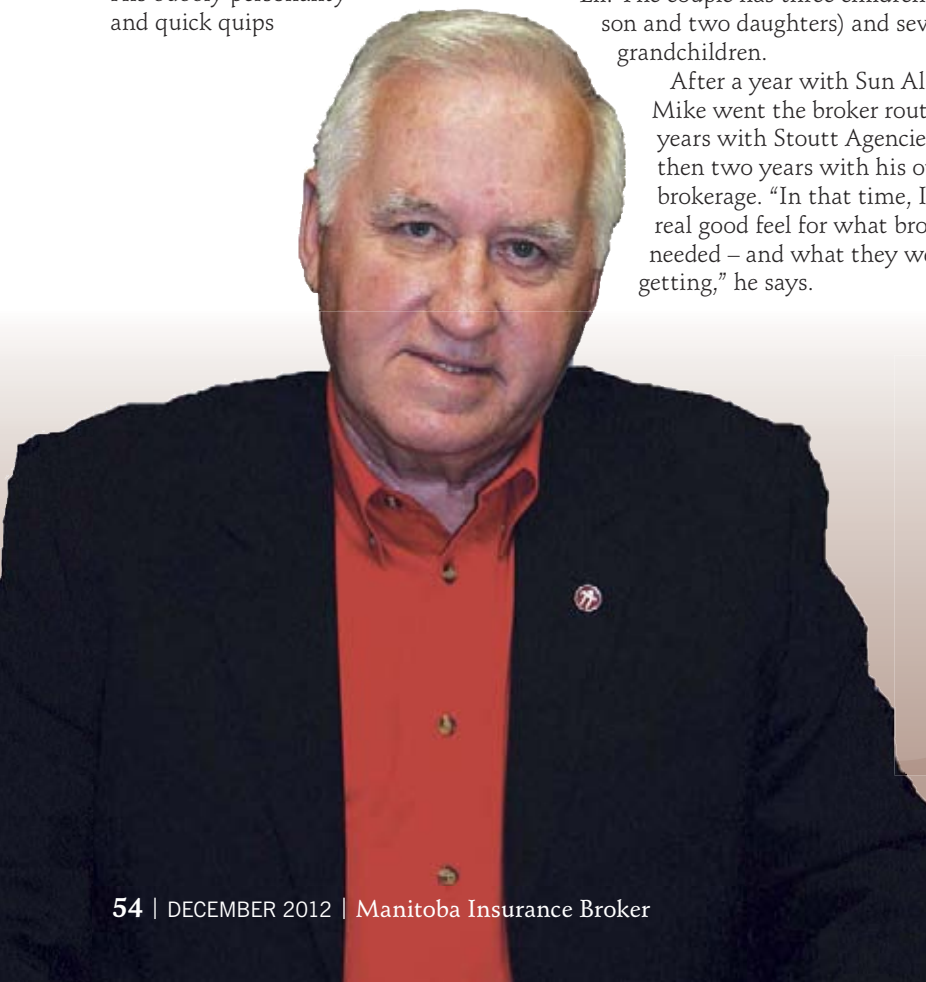
He says, "I've enjoyed all my positions in the industry, but the most enjoyable has been marketing intermediaries. In that situation, dealing with brokers and insurance companies, both groups are insurance savvy – they speak the same language. Then it's just a matter of matching the right products with the right situations."

"I'm still a bit leery on retiring," Mike points out in a recent interview, "but you have to go sometime and the end of this year is as good a time as any."

"I know it's a cliché, but I'm really going to miss the people. It's a people industry and I just love dealing with people!"

"I'm just going to enjoy myself and my loved ones and see what this retirement thing is all about"

- Mike Callon





Evening with IBAM in 2009. (L-R) The Totten Group's Mike Callon, IBAM's CEO Dave Schioler and Past President Tony Taronno.

Mike hasn't made any real firm decisions on what he will do in retirement other than kicking it off with a two-month stint in Florida. "Lil and I have done this the last couple of years and missing the brunt of winter really agrees with us," he says chuckling.

Initial plans involve a lot more of his beloved golf and catching up on some reading. Mike says he may keep his fingers in the industry by working part-time on some special assignments for Totten Insurance Group, but nothing has been 'firmed up' at this point.

"I'm just going to enjoy myself and my loved ones and see what this retirement thing is all about," says Mike.

Sounds like a plan, Mike. May retirement treat you as well as you have treated the general insurance industry! 🍷