



Derek Nicholson and his son, Chris, go over some information on the Chamber of Commerce Group Insurance Plan.

Nicholson is the authorized agent for the plan for the Eastern PEI Chamber of Commerce.

Andy Walker photo

Derek Nicholson firm believer in benefits of chamber insurance plan

By Andy Walker

Derek Nicholson is a firm believer in the value of insurance and loves working with his wife and son to offer the Chamber of Commerce Group Insurance Plan to chamber members and their employees.

He knows better than most how quickly life can change.

On October 29, 1978, Derek was a young mechanic spending a day off, working on the roof of his mobile home taking down an aerial. In an instant he was on the ground after 7,200 volts of electricity passed through his body. He never lost consciousness throughout the ordeal.

Lucky to be alive, he spent months

in hospital and underwent a number of surgeries. There were months of rehab. His hands were surgically reconstructed but he no longer had enough use to continue as a mechanic so a career change was in order.

His road back into the workforce began with a call from then Eastern Graphic Publisher Jim MacNeill offering him a job selling advertising. After a year, he found himself drawn back to the automotive industry, this time as a salesman for Batt & MacRae in eastern PEI.

Then he was hit by another jolt - this time economic. His employer went bankrupt. A former employee from Batt & MacRae, who had already gone into the insurance business, sug-

gested it might be a good fit for Derek too.

That was over 20 years ago. Today Derek represents Sun Life Financial, working out of a home office in Lower Montague with his wife, Beth, and son, Chris.

"One of the key components to the success of our family business has been the ongoing support provided by Beth," he said. "That enabled me to be away from home as she manned the phones and raised three incredibly talented children."

He is also the authorized agent for the Chambers of Commerce Group Insurance Plan for the Eastern PEI Chamber of Commerce as well as both the Kensington and Greater