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■ NEWS

BRINGING BUSINESS SENSE TO LOCAL POLITICS: MEET MARK LOCKWOOD

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From negotiating with children on a school bus, to handling stressful situations with insurance claims, Mark Lockwood uses the same key skill, listening.

Born and raised just east of Toronto in Prince Edward County, Lockwood knows what makes a small town tick.

However, it's his experience in his business career that he says has prepared him perfectly for a position as regional councillor for the Town of Halton Hills.

"I can look at the big picture," said the father of four, who is semi-retired from his career in the insurance industry.

During his time as a manager of insurance companies like RBC and Intact, Lockwood says he honed his abilities to lead. negotiate and streamline processes and procedures.

"The key part of it is you have to listen," he said. "Tell me what your pain points are."

He learned that business success can't be gained from bludgeoning the opponent. He says the most important part of leadership is to listen to the input of others, while still maintaining that bigpicture perspective.

"I know I can translate that here," said Lockwood.

In the past year, Lockwood has driven a school-



Alexandra Heck/Metroland

Mark Lockwood is running for a regional councillor position with the town of Halton Hills.

bus in Halton Hills, where those same skills have come in handy.

From talking down an upset girl sitting at her bus stop, to connecting with parents on his daily route, he says it comes down to his ability to talk with peo-

"Smart development is without a doubt the biggest challenge," he said, explaining that as a regional councillor he would work to ensure that a variety of housing is afforded to the residents of Halton Hills.

He says growth is coming to Halton Hills regardless, "why not get ahead of that now and build our own futures instead of having it dictated to us."

As part of that, his vision includes a transit loop connecting Halton Hills, to Milton and the south. He says his focus would be on balancing growth with maintaining the comfort and feel of Halton Hills.

It also includes programs and efforts to bring economic drivers, like upand-coming tech companies to the town.

As a new face to council, Lockwood says he can bring a fresh perspective.

"I believe there is an appetite," he said, of residents in Halton Hills, wanting change in the community.

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