

A MESSAGE TO OUR COMMERCIAL POLICYHOLDERS

Thank you once again for your business. As your Independent Insurance Broker, we purchase insurance products and services on your behalf that are available, affordable, and understandable. In accordance with new RIBO regulations, this letter is intended to inform you about our compensation for your business.

Our role is to provide you with the best insurance value that combines coverage, service, and price. We also provide personalized, quality service that includes professional insurance advice, ongoing policy maintenance and claims support. When any issue arises regarding your insurance coverage, we are your advocates, using our professional experience to best represent your individual interest.

Brokerage compensation is part of your insurance premium. For your benefit, we have listed below our **Commercial Lines** Insurers that we represent.

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| ⇒ <i>Commonwell Mutual Insurance Group*</i> | ⇒ <i>Dominion Insurance Company*</i> |
| ⇒ <i>Gore Mutual Insurance Company*</i> | ⇒ <i>Chieftain Insurance Company*</i> |
| ⇒ <i>Jevco Insurance Company</i> | ⇒ <i>Ches Special Risk Inc.</i> |
| ⇒ <i>Premier Marine</i> | ⇒ <i>Aviva Insurance Company*</i> |
| ⇒ <i>Burns & Wilcox</i> | ⇒ <i>Intact Insurance Company*</i> |
| ⇒ <i>The Wholesale Insurance Group</i> | ⇒ <i>South Western Group</i> |
| ⇒ <i>The Totten Group</i> | ⇒ <i>Markel Insurance</i> |
| ⇒ <i>Ian Elliott Insurance</i> | ⇒ <i>Definity, Economical Insurance Company</i> |
| ⇒ <i>Perth Insurance Company</i> | |
| ⇒ <i>Grenville Mutual Insurance Company</i> | ⇒ <i>Wawanesa Mutual Insurance Company</i> |

We receive commissions from the above insurers with whom business is placed. We receive a commission range of 5% to 20%.

Should there be an increase in the commission schedule we receive from your insurer, or, any other material change that affects compensation arrangements, we will notify you.

As a member of your community, we, as independent business people, also invest in community projects and services with both time and financial contributions regularly.

In addition, in order for us to maintain strong relationships with these quality insurers, we work with each to provide the type of business they desire. The Insurers with an asterisk (*) noted above recognize our efforts through a Contingent (Profit) Commission contract and/or sales incentive programs. Payment of this Contingent (Profit) Commission may depend on a combination of growth, profitability (loss ratio), volume, retention and increased services that we provide on behalf of the Insurer. Contingent (profit) Commission is not guaranteed. For detailed information on Contingent Commission, please go to the individual company's website.

Your Insurer will be providing you with a Consumer Code of Rights and Responsibilities, which will be forwarded to you with your new business policy. If you have any questions regarding this or any other aspect of your insurance please contact us.