



## Broker Point of Sale Commission Protocol

**1. Statement on Services Provided,** "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 advocate, using our professional experience to best represent your individual interest."

**2. Personal & Commercial Lines Automobile and Property Statement** on broker compensation showing insurers by class and range of commissions provided along with a statement advising that should commissions be increased, the consumer will be notified, e.g. Brokerage compensation is part of your insurance premium. For your benefit, we have listed below **Automobile and Property** Insurers that we represent and have included the range of compensation each provides as a percentage of your overall premium that appears on your invoice.

- Wawanesa\* 7.50% to 20.00%
- ING\* 7.50% to 20.00%
- Dominion of Canada\* 7.50% to 20.00%
- Pafco\* 7.50% to 20.00%
- Facility\*\* (Royal) 7.50% to 20.00%
- Kingsway\* 7.50% to 20.00%

\*\*commission is capped at \$250.00

This commission percentage is paid annually for both new business and renewals.

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.

### **3. Contingent (Profit) Commission**

Statement will include bases for contingent commission and how they're dependent primarily on entire book of business profit (loss ratio). In order for us to maintain strong relationships with 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 Commission contract. Payment of this Contingent 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 Commission is not guaranteed. For detailed information on Contingent Commission, please go to the individual company's website.

### **4. Working with Insurance Companies**

Our disclosure commitments are made in the best interest of consumers. We encourage you to also consult the commitments made by the insurance industry and individual companies by consulting their websites or other available information.