



More than Insurance - *relationships matter.*

**TO OUR VALUED CUSTOMERS: OUR BROKER COMPENSATION**

As your independent insurance broker, Craig McDonald Reddon Insurance Brokers Ltd. (“CMR Insurance”) is committed to delivering you the best insurance value that combines coverage, service and price. When any issue arises regarding your insurance coverage, we are your advocates, using our professional experience to best represent your individual interests.

Brokerage compensation is part of your insurance premium. We earn our income from commission paid to us on both new and renewal business from the insurers that we place business with. For your benefit, we have listed below insurers that we represent and have included the range of compensation each provides as a percentage of your overall premium. Please be advised that other than for specifically agreed services, we do not charge our clients any additional fees.

INSURER	AUTOMOBILE	PROPERTY	REMARKS
Aviva*	8.5% - 12%	20%	Includes subsidiary companies.
Echelon*	5% - 12.5%	N/A	
Economical Group*	10% - 12.5%	17.5% - 20%	Includes subsidiary companies.
Gore Mutual*	10% - 12.5%	20%	
Farm Mutuals*	10%	15% - 20%	
Intact *	10% - 12.5%	20%	Includes Jevco Insurance.
Optimum*	10% - 12.5%	20%	
Royal & Sun Alliance (“RSA”)*	N/A	20%	
RSA Facility	7.5% - 11%	N//A	Capped at \$250.00
Travelers*	10% - 12.5%	20%	Includes subsidiary companies.
Western Assurance*	10% - 12.5%	20%	
Specialty Markets	5% - 12.5%	10% - 15%	

\* 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 Profit Commission contract. Payment of this Contingent Profit Commission may depend on a combination of growth, profitability, volume, retention and increased services that we provide on behalf of the Insurer. Contingent profit is not guaranteed. For detailed information on contingent commission, please go to the individual company’s website.

**FINANCIAL DISCLOSURE:** From time to time, CMR Insurance may obtain a loan directly from or guaranteed by one of our insurance company partners in order to help expand our business.

CMR Insurance is regulated by the Registered Insurance Brokers of Ontario (“RIBO”). Established in October 1981, RIBO regulates the licensing, professional competence, ethical conduct, and insurance related financial obligations of all independent general insurance brokers in the province.

Every employee at CMR Insurance that advises clients about their insurance needs is a licensed, Registered Insurance Broker who has passed the RIBO qualification exams. As registered insurance brokers, they must represent your best interests when negotiating a contract on behalf of you and the insurer. Insurance brokers must also exercise utmost good faith in performing their duties.

If you require any further information regarding our compensation please do not hesitate to contact us.

