



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. We also provide personalized, quality service that includes professional insurance advice, ongoing policy maintenance and claims support.

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. This compensation disclosure document will be continually updated and accessible on our website at [www.cmrinsurance.ca](http://www.cmrinsurance.ca).

INSURER	AUTOMOBILE	PROPERTY	REMARKS
Aviva*	8.5% - 12%	20%	Includes subsidiary companies.
CAA Insurance	12.5%	20%	
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.
Max Insurance	N/A	20%	
Optimum*	10% - 12.5%	20%	
Royal & Sun Alliance (“RSA”)*	N/A	20%	
Nordic Facility	7.5% - 11%	N//A	Capped at \$250.00
SGI*	12.5%	20%	
Travelers*	10% - 12.5%	20%	Includes subsidiary companies.
Wawanesa*	7.5% - 12.5%	20%	
Western Assurance*	10% - 12.5%	20%	
Specialty Markets	5% - 12.5%	10% - 20%	

In addition to the commission we receive for placing insurance with these companies, we may also receive a “Contingent Commission”. Those companies marked with an asterisk (\*) may pay us a contingent commission. This is payable on a book of business that is placed with an insurance company if this book is profitable for the insurance company. This contingent commission is not guaranteed and cannot be predicted in advance.

On occasion, we have the need to place coverage with Wholesale Insurance Brokerages, who have access to products and insurance companies that we do not represent. Upon request, we can provide you with the commission we receive from these companies

**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. Currently, [Howick Mutual Insurance](http://www.howickmutual.com) has a 39% ownership stake in our Meaford office location only. Howick Mutual has no input on any day to day operations of CMR Insurance nor are there any additional financial incentives or penalties in place with regards to placing business with Howick Mutual Insurance.

CMR Insurance is regulated by the Registered Insurance Brokers of Ontario (“RIBO”) ([www.RIBO.com](http://www.RIBO.com)). 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.

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.

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