

TERMS OF BUSINESS AGREEMENTS WITH HOLWAY & HUTCHINSON INSURANCE LTD

Thank you for your business. As your Independent Insurance Broker, we purchase insurance products and services on your behalf that are available, affordable, and understandable.

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.

Brokerage compensation is part of your insurance premium. For your benefit, we have listed below Insurers that we represent and the range of compensation each provides as a percentage of your overall premium:

Automobile Insurers:

Aviva Insurance - 12.5%*

Intact - 10% to 12.5%*

*Facility** (Royal) - 11%*

Travelers aka Dominion of Canada - 12.5%*

Jevco - 5% - 12.5%*

***commission is capped at \$370.00*

Property Insurers:

Aviva Insurance - 20%*

Intact - 15% - 20%*

Travelers aka Dominion of Canada - 20%*

Commercial Insurers:

Aviva Insurance- 20%*

Aviva Surety - 27.5%

Travelers aka Dominion of Canada - 20%*

Intact - 15-20%*

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.

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. Contingent (profit) Commission is not guaranteed. Payments of Contingent (Profit) Commission refers to monetary incentives that are tied to a broker or brokerage's performance and may depend on a combination of growth, profitability (loss ratio), volume, retention and increased services that we provide on behalf of the Insurer and not on individual policies. For detailed information on Contingent Commission, please go to the individual company's website.

We have no financial links to any insurer or financial conglomerate either directly or indirectly.

We will use Wholesale Insurance Brokerages if one of the above companies do not have a specific product or have an insurance company that meets the needs of our customers and their commission rates are available upon request.

Holway & Hutchinson Insurance Ltd