



BROKER COMPENSATION

Thank you for your business. As your Independent Insurance Broker, we purchase insurance products and services on your behalf.

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.

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. Our disclosure commitments are made in the best interest of consumers.

BFL CANADA¹ ("BFL") will not allow any insurance company to create a conflict of interest that would influence our mandate to act exclusively on your behalf. We are pleased to confirm the following:

1. We will always disclose to you the lowest quotation we obtain, even if it is not necessarily our recommended choice.
2. We will also disclose if the options represent materially different broker compensations.
3. BFL is not directly or indirectly owned by an insurance company – not even a minority interest. We are independently owned and operated by Canadians with offices across Canada serving in the best interests of our clients. Also, we have not accepted any loan or loan guarantee from an insurance company.

In addition to the listed companies, BFL is able to access, on your behalf, other insurers. Generally, this is done through intermediaries with whom we have developed a relationship. This enables us to reach virtually all insurers capable of underwriting your insurance needs.

Many of the insurers listed are not willing to quote the type of insurance you have requested or are not interested in your industry classification. This is why we go out of our way to create contact with as many insurers as possible.

The majority of these insurers provide more information on their standard compensation arrangements on their website.

BFL signs supply agreements with insurers. Some of these agreements include Contingent (Profit) Commission clauses. The insurers listed with an asterisk (*) include the Contingent Commission clause in their supply agreements. 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. It is based on our entire portfolio of business with that insurer and not on individual policies. Contingent Commission is not guaranteed. For detailed information on Contingent Commission, please go to the individual company's website or contact us directly.

We appreciate that you have entrusted BFL with your insurance brokerage requirements.

¹ "BFL CANADA" refers to these following related companies: BFL CANADA Risk and Insurance Inc., BFL CANADA Risk and Insurance Services Inc., and BFL CANADA Insurance Services Inc.

Name of Company	Compensation Range (Paid annually for new business and Renewals)							
	Liability/ E&O/D&O	Property	Fidelity/ Crime/Cyber	Umbrella/ Excess	Boiler & Machinery	Auto/ Home	Comm. package	Other
Affiliated FM Insurance Company (FM Global)		0-18%						
AIG Insurance Company of Canada *	0-32%	0-22.5%	0-35%	0-15%		0-22.5%	0-22.5%	0-25%
Allianz Global Risks US Insurance Company *	0-25%	0-20%	0-15%	0-25%	0-20%	0-22.5%	0-25%	0-25%
Allied World Specialty Insurance Group				0-15%				0-17%
Arch Insurance Canada	0-17.5%		0-17.5%			0-10%		0-15%
Aspen Insurance UK Limited								0-30%
Aviva Insurance Company of Canada *	0-20%	0-20%		0-20%	0-20%	0-20%	0-20%	0-20%
AXA Insurance Company								0-20%
Axis Reinsurance Company (Canadian Branch)	0-20%		0-15%	0-15%				0-15%
Berkley Insurance Company	0-22.5%	0-20%	0-17.5%	0-15%			0-20%	0-15%
Boiler Inspection and Insurance Company of Canada *					0-20%		0-25%	
Burns & Wilcox Canada, ULC	0-25%	0-20%			0-15%		0-15%	0-20%
Chubb Insurance Company of Canada (includes ACE INA) *	0-22.5%	0-17.5%	0-20%	0-25%	0-15%	0-20%	0-25%	0-25%
Compagnie française d'assurance pour le commerce extérieur (COFACE)								0-15%
Continental Casualty Company	0-22.5%	0-20%	0-15%	0-15%	0-20%	0-12.5%	0-20%	0-25%
DAS Legal Protection							0-20%	0-20%
Ecclesiastical Insurance Office Public Limited Company	0-20%	0-20%		0-15%			0-20%	0-15%
Echelon Insurance		0-15%				0-10%	0-10%	0-20%
Economical Mutual Insurance Company	0-20%	0-20%			0-20%	0-12.5%	0-20%	0-20%
Euler Hermes North America Insurance Company								0-12%
Everest Insurance Company of Canada	0-15%	0-20%		0-20%			0-20%	0-20%
Factory Mutual Insurance Company (FM Global)		0-12%						
Great American Insurance Company *	0-20%				22.5%		0-22%	0-20%
Guarantee Company of North America, The *	0-20%		0-25%			0-23%	0-10%	0-27.5%
Hartford Fire Insurance Company	0-15%	0-15%		0-15%		0-15%	0-15%	0-30%
HDI Global SE	0-20%	0-20%	0-15%	0-15%	0-.1%		0-20%	0-20%
Intact Insurance Company *	0-10%	0-20%		0-15%	0-20%	0-15%	0-25%	0-20%
Liberty Mutual Insurance Company *	0-20%	0-20%	0-20%	0-25%		0-15%	0-15%	0-20%
Lloyd's Underwriters (Certain Underwriters*)	0-30%	0-30%	0-22.5%	0-27.5%	0-13.5%	0-30%	0-30%	0-30%
Markel Canada	0-30%	0-27.5%		0-22.5%				0-25%
Mitsui Sumitomo Insurance Company, Limited	0-15%			0-15%			0-15%	
National Liability & Fire Insurance Company		0-20%		0-15%				
Northbridge General Insurance Corporation *	0-20%	0-20%	0-20%	0-20%	0-20%	0-12.5%	0-20%	0-20%
Novex Insurance Company								0-17.5%
Royal & Sun Alliance Insurance Company of Canada (RSA)	0-20%	0-20%		0-15%	0-20%	0-17.5%	0-20%	0-20%
Sovereign General Insurance Company, The *	0-15%	0-20%	0-15%	0-15%	0-15%	0-12.5%	0-20%	0-30%
SSQ Insurance Company								0-20%
Starr Insurance & Reinsurance	0-15%	0-15%				0-20%	0-15%	0-15%
Strategic Underwriting Managers (SUM)	0-20%	0-15%	0-15%	0-20%			0-15%	0-15%
Temple Insurance Company		0-15%	0-15%				0-10%	0-15%
Tokio Marine & Nichido Fire Insurance Co., The		0-20%				0-12.5%	0-20%	0-15%
Travelers Insurance Company of Canada	0-25%	0-20%	0-20%	0-20%		0-20%	0-20%	0-30%
Trisura Guarantee Insurance Company	0-20%	0-20%	0-25%	0-15%			0-25%	0-20%
Victor Insurance Managers (previously known as Encon Group)	0-20%	0-27.5%	0-17.5%	0-15%			0-15%	0-15%
Westport Insurance Corporation	0-20%	0-17.5%						0-17.5%
XL Specialty Insurance Company	0-20%	0-15%	0-17.5%	0-15%	0-20%	0-12.5%		0-17.5%
Zurich Insurance Company*	0-22.5%	0-20%	0-20%	0-15%		0-15%	0-20%	0-30%