

OUR BROKER COMPENSATION

Thank you for placing your insurance through Baird MacGregor Insurance Brokers LP. 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. When any issue arises regarding your insurance, we are your advocate, using our professional experience to best represent your interests. Attached is a list of Insurers with whom we deal that also includes the range of compensation as a percentage of the overall premium each provides to Baird MacGregor for our services.

In order for Baird MacGregor to maintain strong relationships with quality Insurers, we work with each of them to provide the type of business they deem desirable. The Insurers indicated with an asterisk, recognize our efforts through a Contingent Profit Commission contract. Payment 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 called “contingent commission” because it is not guaranteed income to the brokerage. Given the complex criteria involved there is no way to determine the exact impact that any particular insurance policy could have on contingency commissions and individual employees involved in placing or servicing your insurance are not compensated directly for any contingent income received. For further information on Contingent Profit Commissions you may go to the Insurers’ websites. Insurers also post the Code of Consumer Rights and Responsibilities on their websites.

On occasion, with more complex business insurance programs or where additional resources, products or services are necessary, an insurer may elect to negotiate a fee as form of payment to the broker either in lieu of, or sometimes in addition to, commission. All fees charged are outlined to the client in writing and are agreed to prior to the binding and placement of insurance.

In addition to our normal brokerage responsibilities, Baird MacGregor also provides the following enhanced services on certain specialty business for Zurich Insurance Company and Sovereign General Insurance Company. Management and staffing of these activities within Baird MacGregor enables us to expedite decisions and minimize ultimate insurance premium levels. Special services include:

- Application of underwriting guidelines and calculation of premium levels
- Issuance of policy documentation, mid-term changes and renewals
- Creation and maintenance of computer support programs
- Risk inspection and claims management
- Input, analysis, maintenance and reporting of statistical data

Baird MacGregor Insurance Brokers LP is a Limited Partnership and no insurance companies hold an ownership interest or investment in Baird MacGregor. We want to reassure you that we are committed to clear and open communication with you, our client, by ensuring you have all the information necessary to make educated decisions and by listening and responding to any questions you have regarding this or any other aspect of your insurance.

We thank you for your continued patronage

Philomena Comerford, CIP
President and CEO

INSURANCE COMPANIES AND COMPENSATION PERCENTAGES

Commissions are broken down by major lines of business (minor lines are included within the broader categories). Should there be any material change that affects compensation arrangements, we will notify you. Commission is paid annually for both new policies and for renewals.

* Insurers with whom we have contingent profit commission contracts

** commission is capped at \$125.00 for recreational vehicles used for pleasure and \$250.00 for all other vehicles except certain classes of long haul vehicles.

Insurance Company	Personal Property	Personal Automobile	Commercial Automobile	Commercial Property	Commercial Casualty	Miscellaneous Commercial	Excess Lines & Bonding	Boiler & Machinery
ACE/INA Insurance			7.5-12.5%	10-20%	15%	10-20%	10%	20%
American Home Assurance	15-20%			10-20%	10-20%	10-20%	10-20%	
AXA Insurance			9-15%	9-20%			15%	
Boiler Insp. & Ins. Company								10-25%
* Aviva Insurance Companies	3-24%	3-15%	7.5-12.5%	10-20%	15-20%			20%
* Chubb	20%			15-20%	15-20%	15-20%		
Citadel Insurance Co			12.5%	10-20%	15-20%			
Commonwealth Insurance					15%			
C N A Insurance / MOAC					8-15%	15%	10%	
* Dominion of Canada	20%	10-12.5%	12.5%	20%	20%	20%		
* Economical	20%	10-12.5%	10-12.5%	10-20%	20%		20%	
* GCAN			15%	15-20%	12.5-15%	15-20%	7.5-20%	15-20%
* Guarantee of North America	25%	15%	13%	25%	10-15%		15-30%	
Great American Insurance					17.5%			
* Intact Insurance Co. (Formerly ING)	15-20%	12.50%	12.50%	15-20%	15-20%	10-15%	15%	
Jevco Insurance Co		15%					20%	
Kingsway General	15%	5-13.5%	7-13%	20%	12.5-15%	7-20%	20%	
Liberty International Canada				15%	10-15%		15%	
Lombard General Insurance Company			5-12%	20%				
Old Republic Insurance Company			5-12.5%		5-12.5%			
Perth Insurance Company	15%	5-12.5%						
** Royal Facility Associates (Fee)		7.5-11%	6-10%					
Royal Sunalliance	20%							
* St. Paul Companies Inc.			15%	15-20%	15%		25%	
* Sovereign General			12.5%-25%	15-25%	25%			
Wellington Sp. Lines						15%		
* Zurich Canada			5-25%	15-25%	10-25%	10-20%	15-30%	

INSURANCE COMPANIES AND COMPENSATION PERCENTAGES								
Managing General Agents	Personal Property	Personal Automobile	Commercial Automobile	Commercial Property	Commercial Casualty	Miscellaneous Commercial	Excess Lines & Bonding	Boiler & Machinery
Avec Insurance Managers Inc. - MGA				17.5-20%	15-20%	20%		
Berkley Insurance Company - MGA						15%		
Canada Worldwide Insurance - MGA				10%				
Creechurch International - MGA				8-15%	8-15%	15%		
Elliot Special Risks Ltd. - MGA				10-15%	10-15%	10%		
Encon Limited - MGA				10%	10-15%	8%		
K&K Insurance Brokers - MGA				10%	10%			
Premier Marine - MGA				10-15%		12.5%		
Pacific Marine Underwriters - MGA	15%							
Professional Indemnity Agency - MGA				12.5-17.5%	12.5-17.5%			
South Western Insr. Group - MGA				12.5%	10%		10%	
Sports-Can Insurance Consultants - MGA						10%		
Summit Underwriting						12.5%		
T.I.C. Agencies Ltd. - MGA							20%	
Totten Insurance Group - MGA				10-12.5%	10%			