

Trident Insurance Brokers Inc.

Disclosure Statement - Your Privacy is Protected

Canada’s national privacy legislation, the *Personal Information Protection and Electronic Documents Act*, applies to all insurance brokerages collecting, using or disclosing personal information. Trident Insurance Brokers Inc. is a part of the **PROLINK GROUP** and we pledge to protect your privacy and safeguard your personal information.

You have access to our detailed privacy policy on our web site: www.PBNET.ca/trident-insurance-brokers-inc

The Combined Estimated Results of PROLINK and its Subsidiaries and/or Affiliates for Fiscal (Calendar) 2016 were:

Property and Casualty Insurance:	Written Insurance Premiums	\$177,458,000
Financial Services:	Segregated Fund Assets	\$24,323,000
	Individual Life, Disability, Critical Illness	\$10,226,000
	Employee Group Benefits Programs	\$3,876,000
Corporate Administration:	Number of Locations Including Branches in Canada	64
	Number of Brokers and Professional Staff	269
	Represented Insurance Companies	27

The following Corporations are Subsidiaries and/or Affiliates of PROLINK:

- PROLINK Financial Group Inc.
- PROLINK Broker Network Inc. (Including 60 Brokerage Partners)
- PROLINK Insurance Group Inc.
- PROLINK Finance Company Ltd.
- LMS PROLINK Ltd.

Ownership:

Trident Insurance Brokers Inc. is an independent insurance broker principally owned by 2 active employees of the company. PROLINK BROKER NETWORK owns a minority interest.

Insurance is a contract of *UTMOST GOOD FAITH* between all parties of the contract:
YOU (the client) and YOUR INSURANCE COMPANY.

Visit www.PBNet.ca for more information.

Sources of Financing:

Trident Insurance Brokers Inc. recognizes the value of capital growth and business expansion in a very competitive industry. To finance new initiatives and start new programs, our company and its shareholders may seek financing from Canadian Banks, Trust and/or Insurance Companies to support these operations. The financial requirements of repayment of such loans **do not require, and will not influence** the placement of business with any insurer or

Financial Institution.

Utmost Good Faith:

Insurance is a contract of *UTMOST GOOD FAITH* between all parties of the contract, including **YOU** (*the client*) and **YOUR INSURANCE COMPANY**.

Broker Compensation by Insurance Companies:

Insurers are selective when choosing an insurance broker with which to establish a contract. They seek relationships with professional brokers capable of understanding the complexity of risk management, policy wordings and limitations. Both insurers and clients place the responsibility on brokers to arrange appropriate protection.

Accordingly, insurers compensate brokers for:

1. Attracting the class of risk that the insurer is interested in writing.
2. Providing complete details as determined by the insurer.
3. Prescribing the type of protection to meet the needs of the client and the interest of the insurer.
4. Addressing all service issues and maintaining communications.
5. Remitting the required premium after deducting a fixed tariff, commission, or fee, as prescribed by the contract from the insurer.

The compensation for providing these services is as follows:

1. Personal automobile insurance contract compensation ranges from **5%** to **15%** of premium, or a flat fee of up to **\$360** regardless of the amount of the premium.
2. Liability and property insurance contract compensation ranges from **7%** to **25%**. Occasionally a flat fee is charged as identified in an invoice.
3. Risk Management and Consulting Services: **\$150** to **\$250** per hour.

Contingent profit commissions are additional compensatory income available to the broker if the portfolio of business written with any individual insurer is profitable to the insurer. This is a standard tool used by some insurers to help encourage brokers to select above average clients.

At Trident Insurance Brokers Inc., we may receive approximately **1%** to **2%** of the premium as a contingent profit from the following insurers:

- AVIVA Canada
- Dominion of Canada
- Economical Mutual
- Travelers

Insurers occasionally offer small gifts and gratuities to insurance brokers as an incentive for placing business with the insurers. These gratuities in no way influence the volume of business we place with an insurer.

Unequivocally, **the needs of our clients govern our risk placement decisions.**

If you have questions regarding this or any other matter that pertains to our business:

Please contact our Privacy Officer, Mykola (**Nick**) **Oberkovych** at **416 775 9448** or email at **nicko@pbnet.ca**.