

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

BFL CANADA Risk and Insurance Services Inc. ("BFL CANADA") 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 CANADA 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 companies listed below, BFL CANADA is able to access other insurers, on your behalf. 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. BFL CANADA may receive compensation additional to the standard commissions from such intermediaries.

BFL CANADA signs supply agreements with insurers. Some of these agreements include Contingent (Profit) Commission and/or Supplemental Commission clauses. The insurers listed with an asterisk (*) include the Contingent Commission and/or Supplemental Commission clause in their supply agreements. Payment of this Contingent Commission and/or Supplemental 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. The majority of insurers provide information on their compensation arrangements on their website, or you may contact us for more information.

In order to manage payments with improved flexibility and efficiency while providing solutions for our clients, BFL CANADA offers various premium payment options, including through premium financing companies, from whom we may earn referral fees.

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

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	Transport	Other
Affiliated FM Insurance Company (part of FM Global)		0-18%					0-18%	0-15%	
AIG Insurance Company of Canada *	0-61%	0-22.5%	0-29%	0-20%	0-15%	0-15%	0-30%	0-20%	0-23%
Allianz Global Risks US Insurance Company *	0-25%	0-20%	0-15%	0-20%	0-20%	0-25%	0-23%	0-20%	0-15%
Allied World Specialty Insurance Group	0-18%	0-15%		0-15%	0-15%		0-15%		0-15%
Arch Insurance Canada *	0-20%		0-17.5%	0-20%	0-15%	0-10%	0-20%	0-13%	0-25%
Aspen Insurance UK Limited	0-15%			0-10%					
Atradius Crédito y Caucción S.A. de Seguros y Reaseguros									0-11%
Aviva Insurance Company of Canada *	0-15%	0-20%		0-20%	0-23%	0-20%	0-20%	0-20%	0-20%
Axis Reinsurance Company	0-20%		0-18%	0-25%			0-10%		
Berkley Insurance Company	0-23%	0-20%	0-18%	0-18%			0-18%		0-23%
Boiler Inspection and Insurance Company of Canada *		0-25%			0-20%		0-28%		
Canadian Northern Shield Insurance Company									
Chubb Insurance Company of Canada (includes ACE INA) *	0-28%	0-25%	0-25%	0-25%	0-20%	0-20%	0-25%	0-27%	0-20%
Compagnie française d'assurance pour le commerce extérieur (COFACE)									0-15%
Continental Casualty Company	0-15%	0-20%			0-20%		0-20%	0-20%	
Definity Insurance Company (includes Economical) *	0-20%	0-20%		0-20%	0-20%	0-20%	0-20%	0-20%	0-20%
Dominion of Canada General Insurance Company, The	0-20%	0-20%		0-20%		0-15%	0-20%	0-13%	0-12.5%
Ecclesiastical Insurance Office Public Limited Company	0-20%	0-20%		0-20%			0-29%		0-12.4%
Echelon Insurance	0-23%	0-25%		0-15%	0-15%	0-15%	0-28%	0-12.5%	0-20%
Elite Insurance Company									0-15%
Euler Hermes North America Insurance Company									0-20%
Everest Insurance Company of Canada	0-20%	0-25%		0-15%	0-15%	0-13%	0-50%	0-15%	0-20%
Factory Mutual Insurance Company (part of FM Global)		0-18%					0-18%	0-15%	
Great American Insurance Company *	0-25%	0-25%	0-23%	0-20%	0-20%		0-25%	0-20%	0-20%
Hartford Fire Insurance Company	0-18%	0-20%		0-15%	0-15%	0-15%	0-15%	0-17.5%	0-15%
HDI Global SE Canada	0-18%	0-20%		0-17.5%	0-15%		0-20%	0-20%	0-20%
Industrial Alliance Pacific General Insurance Corporation									0-25%
Insurance Company of Prince Edward Island, The	0-15%	0-25%		0-18%	0-20%	0-13%	0-20%		
Intact Insurance Company (includes Guarantee) *	0-30%	0-27.5%	0-25%	0-25%	0-27.5%	0-20%	0-30%	0-20%	0-20%
Jewelers Mutual Insurance Company							0-15%		0-15%
Liberty Mutual Insurance Company *	0-30%	0-20%	0-20%	0-20%	0-20%	0-15%	0-20%	0-20%	0-20%
Lloyd's Underwriters (Certain Underwriters) *	0-30%	0-30%	0-26%	0-27%	0-27.5%	0-28%	0-28%	0-28%	0-28%
L'Unique General Insurance	0-20%	0-20%			0-20%	0-20%	0-20%		
Millennium Insurance Corporation		0-20%			0-15%		0-20%		
Mitsui Sumitomo Insurance Company	0-20%	0-15%	0-20%	0-15%		0-13%	0-20%		
Mutual Fire Insurance Company of British Columbia, The	0-20%	0-20%			0-20%	0-25%	0-25%		0-20%
National Liability & Fire Insurance Company	0-15%		0-20%	0-15%	0-10%	0-13%	0-15%		
Nordic Insurance Company of Canada, The						0-13%		0-10%	
Northbridge General Insurance Corporation *	0-20%	0-20%	0-20%	0-20%	0-20%	0-20%	0-30%	0-20%	0-20%
Old Republic Insurance Company of Canada						0-10%	0-10%	0-15%	
Optimum Insurance Company *	0-20%	0-20%			0-20%	0-12.5%	0-20%		
Red River Mutual Insurance Company	0-20%	0-20%		0-20%	0-20%	0-20%	0-20%		
Royal & Sun Alliance Insurance Company of Canada (RSA) *	0-20%	0-20%		0-20%	0-23%	0-20%	0-22%	0-20%	0-15%
SCOR Canada Reinsurance Company		0-15%		0-8%	0-15%				
Sentry Insurance Company (includes Hortica)		0-15%					0-15%		
SGI CANADA Insurance Services	0-20%	0-20%			0-20%	0-15%	0-20%		
Sompo Japan Insurance	0-20%	0-15%		0-20%	0-15%		0-20%		
Sovereign General Insurance Company, The *	0-20%	0-20%	0-15%	0-20%	0-20%	0-20%	0-25%	0-20%	0-15%
Starr Insurance & Reinsurance	0-15%	0-20%		0-15%	0-20%	0-20%	0-20%	0-30%	

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Strategic Underwriting Managers (SUM)	0-20%	0-15%		0-15%	0-15%	0-15%	0-20%	0-15%	0-15%
Swiss Re Corporate Solutions America Insurance Corporation	0-23%	0-18%	0-15%	0-15%	0-20%		0-20%		0-23%
Temple Insurance Company		0-20%		0-15%	0-20%				
Tokio Marine & Nichido Fire Insurance *	0-15%	0-20%		0-20%	0-20%	0-15%	0-20%	0-20%	
Travelers Insurance Company of Canada (includes St. Paul)	0-20%	0-20%	0-15%	0-15%	0-15%	0-20%	0-20%	0-15%	0-20%
Trisura Guarantee Insurance Company *	0-25%	0-27.5	0-25%	0-20%	0-26%	0-20%	0-27%		
Unica Insurance Company	0-20%	0-20%		0-20%		0-20%	0-20%		
Wynard Insurance Group	0-20%	0-20%		0-10%	0-20%		0-20%		0-15%
XL Specialty Insurance Company (includes AXA) *	0-20%	0-20%	0-18%	0-20%	0-25%		0-15%	0-20%	0-20%
Zurich Insurance Company *	0-25%	0-25%	0-23%	0-20%	0-20%	0-15%	0-25%	0-20%	0-25%