

JEFFERY AND SPENCE LIMITED

COMMISSION DISCLOSURE

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. We have listed below the Personal Lines and Commercial Lines automobile and property insurers that we represent and have included the range of compensation each provides as a percentage of your overall premium.

To maintain strong partnerships with quality insurers, we align our clients' needs with the types of business our insurance providers desire. The insurers noted below recognize our efforts through a Contingent Profit Commission (CPC) contract. Payment of this Contingent (Profit) Commission may depend on a combination of growth, profitability (loss ratio), volume, retention and increased services that we provide on behalf of the Insurer. Contingent (profit) Commission is not guaranteed and is based on performance.

Jeffery and Spence Limited has secured a loan from Aviva Canada to help in the succession planning of the business.

Company	CPC	Commission %
ABEX		10% - 15%
Apollo Insurance Solutions Ltd.		10%-20%
April Canada Inc.		15%-17.5
Aviva	YES	7.5%-20%
Burns & Wilcox Canada		15%
Ches Special Risk Inc.		15%
Chubb Insurance Company of Canada		10%-15%
Echelon General Insurance Company		5%-12.5
Elite Insurance Company		20%
Forward Insurance Managers Ltd.		15%
Gore Mutual Insurance Company	YES	10%-20%
Group One Insurance Services		15%
Halwell Dumfries Mutual Insurance Company	YES	10%-20%
Hagerty Canada, LLC		12.5%
Intact Insurance Company	YES	10%-20%
Intact Public Entities Inc.		5%-15%
Jevco Insurance		5%-12.5%
Markel Canada Limited		15%-25%

Nordic Insurance Company (Facility)		6%-10%
PAL Insurance Brokers Canada Ltd.		Fee - \$25 - \$200
Premier Canada Assurance Managers Ltd.		15%
Premier Marine Insurance		15%
South Western Insurance Group Ltd.		15%
Special Risk Insurance Managers Ltd.		15%
Sports & Fitness Insurance Canada		5%-15%
The Totten Insurance Group Inc.		15%
Travelers Insurance (Dominion of Canada Group)	YES	12.5-20%
Trinity Underwriting Managers Ltd.		15%-20%
Victor Canada		15%

Jeffery & Spence Limited