

### **Broker Disclosure Statement**

The purpose of this document is to provide complete transparency within our business relationship. In it, we will provide details on the nature of our corporate affairs and business relationship.

### **Business Structure**

All insurance products and services are marketed and distributed by Red Helm Insurance Ltd. Red Helm Insurance Ltd is federally incorporated and licensed to distribute life, accident and sickness insurance in the province of Ontario.

Our Federal Corporation #1170836-8 - [Click Here to See the Certificate](#)

Our Ontario Insurance Distribution License #37440M – [Click Here to See our License](#)

### **Potential Conflicts of Interests**

We are not currently engaged in any business outside the scope of accident, sickness and life insurance distribution.

### **Distributor Relationship**

We process our insurance related business independently and through Financial Horizons Group (a Managing General Agency or “MGA”), which will pay us, or direct the insurance company to pay us, a bonus on commissions earned for the sale of insurance products that we sell. The bonus constitutes a portion of the overall compensation that we paid in conjunction with commissions referenced below. In addition, we have full discretion to deal with any insurer with whom we trade, and we are not subject to any pressure from Financial Horizons Group to favour one or the other insurer. Learn more about Financial Horizons Group;

<https://www.financialhorizons.com/>

Through Financial Horizons Group, we currently hold distribution contracts with Ontario Blue Cross, Canada Life, Empire Life, Industrial Alliance, Forester Financial, Manulife, RBC Insurance, Green Shield Canada, Assumption Life, Equitable Life, Humania Insurance, Canada Protection Plan, Odyssey Financial, TourMed, BMO Insurance, Sunlife, Allianz Global Assistance, and SSQ. Through Financial Horizons Group, we can contract with Desjardins Financial Security, Edge Benefits, Ivari, and La Capital. We hold independent distribution contracts with Group Medical Services (GMS), Wawanesa Life, Destinations Travel Group, Travelance, and 21<sup>st</sup> Century Insurance.

### **Compensation – Monetary and Non-Monetary**

Upon completion of an insurance transaction, we will be paid a sales commission by the company that provides the product you purchase which is generally based on a percentage of the premiums. We may receive a renewal (or service) commission if you keep that policy in force. We may be eligible for additional compensation, such as bonuses or non-monetary benefits, such as travel incentives, conferences and seminars, depending on various factors such as volume of our sales or persistency of business that we place with a company during a given period. Should your contract be cancelled within a certain period, we may be subject to chargebacks for a portion or all commissions earned.

### **Nature of the Relationship with the Companies we Represent**

No insurance company holds an ownership interest in Red Helm Insurance Ltd, nor do I or Red Helm Insurance Ltd. hold or control ownership in any insurance company.

**Errors and Omission Insurance**

All business operations are covered by errors and omission insurance held with Berkley Insurance Company for an aggregate amount of \$2,000,000.

**Collection, Use and Access of Information**

We will, from time to time, collect financial and other information on you. This information includes transaction related details arising from your relationship with or through us. We may obtain information from a variety of sources, including your own records with us, from transactions you have made with or through us, from credit reporting agencies and other financial institutions, and from references you have provided us.

You authorize us and our distributors, including Financial Horizons Group to collect and maintain this information when you apply for an insurance product or service and during the course of our relationship in order to administer the insurance product or service for which you applied or requested information and to fulfil our legal and regulatory obligations. For these purposes, we will have to share your information with third party services such as paramedical service providers, and insurers to whom you are applying for an insurance product or service.

You have the right to obtain access to the information we hold about you on file at any time to review its content accuracy and to have it amended as appropriate. To request access to your file, to ask about our privacy policies, or to request that the information not be shared or used for the purpose outlined above, you can now or anytime in the future contact us.

If you are no longer a client or this agreement terminates, we may keep your information in my records so long as needed for the purposes described above or however long as it may be required by law.

*Stephane Perron*

**Stephane Perron**

**President**

**Red Helm Insurance Ltd**

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