

## **CUSTOMER SERVICE AND SCALE WHY ALBERTA BROKERAGE JOINS BROKERLINK**

EDMONTON, September 13, 2018 – Alberta brokerage, Allied Insurance Services Ltd., has joined BrokerLink. The brokerage joined BrokerLink because of the company’s customer-service approach and scale to handle customer needs.

“We’re known for our local customer service and large group-insurance plans,” said Allied Insurance Services Ltd. President, Wayne Romank. “When we decided to sell, finding a brokerage which provided local service and could meet the needs of our groups was important. BrokerLink is the best of both worlds. They have local offices, and the scale to serve our groups. Our customers will continue to get personalized, high-quality service.”

BrokerLink President Joe D’Annunzio said BrokerLink’s scale eases the transition for brokerages joining the company.

“Every brokerage has a specific way of operating. Our scale brings resources, including insurance experts, which allows us to quickly get up to speed so we can meet customer and employee needs,” he explained. “We’re pleased to welcome Allied Insurance Services Ltd. to BrokerLink.”

BrokerLink’s Alberta operations also grew in September with the purchase of the Olds, and Vermilion, Alberta, books of business from a subsidiary of Access Insurance Group Ltd.

“We take pride in being a technology leader and providing specialized personal and commercial insurance services,” said Access Insurance Group Ltd. President, Brad Sklarchuk. “We knew BrokerLink would provide the service our clients deserve, and have the skills to meet their insurance needs.”

### **About BrokerLink**

Established in 1991, the BrokerLink companies, which include Canada BrokerLink Inc., Canada BrokerLink (Ontario) Inc. and Macdonald Chisholm Incorporated, together constitute one of the largest Canadian property and casualty insurance brokerage operations with over 130 offices supported by more than 1,700 employees across Ontario, Alberta and Atlantic Canada. The BrokerLink companies are subsidiaries of Intact Financial Corporation (TSX: IFC).

### **About Allied Insurance Services Ltd.**

Based in Edmonton, Alberta, Allied Insurance Services Ltd. was established in the 1950s, and then acquired by Lorraine and Wayne Romank in 1978. The company offers personal and commercial insurance and specializes in group-insurance offerings.

### **About Access Insurance Group Ltd.**

With its head office in Edmonton, Alberta, Access Insurance Group Ltd. has multiple locations throughout the province, including Olds, Lloydminster, and Stony Plain. The team has served insurance needs of Albertans for over 30 years.

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For media inquiries please contact:

Paul Meyer, Head of Acquisitions, BrokerLink

416-996-5646

[pmeyer@brokerlink.ca](mailto:pmeyer@brokerlink.ca)