



Navacord Welcomes New Broker Partner



Navacord Inc. is pleased to announce its partnership with another of Canada's leading brokerage firms, Partners Indemnity. This opportunity further expands Navacord's presence in the Greater Toronto marketplace.

Partners Indemnity was founded in 1923 and specializes in complex commercial risks and commercial group programs. They have a large customer base and have built strong and long lasting relationships with customers. Effective April 3, 2018, Partners Indemnity will join Navacord's other nationwide brokers to become a partner.

"Partners Indemnity's commercial expertise and industry reputation make them a perfect fit for the Navacord organization. We plan to leverage Partners Indemnity's expertise and downtown Toronto location to build out our presence in the Toronto marketplace," said Shawn DeSantis, Navacord President & CEO.

"I am looking forward to partnering with Navacord to provide increased opportunities for staff and for clients by accessing Navacord's national expertise," said Barry Downs, CEO of Partners Indemnity.

Partners Indemnity will continue to operate under the leadership of its CEO, Barry Downs and COO, Kim Jackson in its four Ontario locations.

"The Navacord model continues to attract the top brokers from across Canada. Our focus continues to be on building a growth organization and pursuing broker partnerships with like-minded partners," said T. Marshall Sadd, Navacord Executive Chairman.

About Navacord

Navacord Inc. is the preferred partner for insurance brokerages looking to maintain their unique identity and culture while seeking to grow and procure a deeper support system for their customers. Navacord is now successfully operating in its 4th year, with \$100 million in revenue. We are proud of the partnerships we have established and we will continue to strive to attract partners that will enable us to achieve our goal of becoming the premier Canadian entrepreneurial broker. With a focus on providing enhanced risk services, sector expertise, strategic capital, and access to carriers, Navacord supports its partners across Canada in long-term, strategic growth. Currently with nine partners across the country that share experience, innovation, talent development, administrative support, and buying power, Navacord's business model enables new partners to remain largely employee-owned, all clients to receive local, personalized service, and the Navacord partnership group to focus on organic growth.



Navacord Partners



About Partners Indemnity

Partners Indemnity Insurance Brokers originated in 1923 and today has grown to be a leading insurance intermediary. Their head office is located in Toronto with a network of Office locations throughout Ontario.

Over the past 80 years, Partners Indemnity Insurance Brokers has grown and prospered by paying attention to their clients. They have a strong commitment to giving personal service and providing competitive insurance products.

www.partnersindemnity.com

Partnership Opportunities

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