



## Navacord Expands Into British Columbia as Wylie-Crump joins as the newest Broker Partner

Navacord Inc. is pleased to announce our expansion into British Columbia as it welcomes Wylie-Crump Limited as its first Broker Partner outside of Alberta and Ontario. Wylie-Crump is a specialized firm delivering intelligent risk management, insurance and surety brokerage, and consultation services to Vancouver's marketplace since 1972.

"Wylie-Crump brings a wealth of expertise in the construction sector which complements our largest practice group across the business", says T. Marshall Sadd, Navacord Executive Chairman. "The team at Wylie-Crump is a perfect fit for Navacord – entrepreneurs with an expertise in a construction niche in which we have a deep focus."

Effective June 1, 2018, Wylie-Crump joined Navacord's growing group of Broker Partners which now number nine after the most recent announcement of Partners Indemnity.

Wylie-Crump will continue to operate under the leadership of Nolan Heuchert, Brian Lawson and Graham Sibbald, partners who have been expanding and growing the Wylie-Crump business since 2009. Nolan Heuchert said, "Wylie-Crump is very excited to become a Navacord Broker Partner. This evolution allows Brian, Graham and I to continue to provide our highly focused service that our clients have always expected and are now able to benefit from the expertise and resources that only a national brokerage partnership can provide."

Navacord is proud of the Partnerships they have established which enable the achievement of their goal of becoming the premier Canadian entrepreneurial broker. "Navacord was born to keep the entrepreneurial spirit alive and the addition of Wylie-Crump is another great example of our vision becoming reality," said Shawn DeSantis, Navacord President & CEO.

### About Navacord

Navacord Inc. is one of Canada's largest Commercial Insurance Brokers and the preferred partner for entrepreneurial insurance brokerages seeking to grow while maintaining their unique identity and culture. Navacord has a proven track record of accomplishing their growth objectives with over \$100 million in revenue in their four years of operation. Navacord's differentiated approach to Producer recruitment and development is a cornerstone to their support of Broker Partners across Canada, in addition to providing enhanced risk services, industry expertise, strategic capital and access to carriers. Navacord's business model enables new Partners to continue to provide local, personalized servicing of their clients; all now supported by the additional expertise, resources and efficiencies of a national brokerage partnership.



## Navacord Broker Partners



### About Wylie-Crump

Established in 1972, Wylie-Crump is an independent commercial insurance brokerage based in Vancouver, BC. Specializing in the construction, design and development industries, Wylie-Crump has delivered on their commitment to proactively respond to the ever-changing insurance and surety marketplace with innovative, cost-effective solutions.

In addition to their construction specialization Wylie Crump extends their risk management advice to the following industries: Real Estate, Manufacturing and Processing, Information Technology, Hospitality, Transportation and Professional Services.

### Broker Partnership Opportunities

Media requests may be directed to:

**Shawn DeSantis,**  
President & CEO

**T. Marshall Sadd,**  
Executive Chairman

**Evergreen Lee**  
Marketing Director

416.240.2055  
shawn@navacord.com

780.930.3801  
marshall@navacord.com

416-240-5690  
evergreen@navacord.com

[www.navacord.com](http://www.navacord.com)