



**FOR IMMEDIATE RELEASE**



## **Commitment to Clients Attracts Navacord's Newest Broker Partner – Paisley-Manor Insurance Brokers Inc.**

Toronto, Ontario, August 1 – Navacord Inc. is pleased to announce the addition of Paisley-Manor Insurance Brokers Inc. to their growing organization. Paisley-Manor is the third Broker Partner to join Navacord in 2018 and will continue to operate under the current management team.

Located in Toronto, Paisley-Manor was established in 1955 and has been serving over four generations of clients across many industry sectors including: real estate, construction, institutional, educational and charitable organizations, retail and manufacturing.

“Paisley-Manor’s business philosophy complements the entrepreneurial and independent spirit of the Navacord Broker Partners”, says T. Marshall Sadd, Navacord Executive Chairman. “Their expertise and specialization has been serving clients for over 60 years and earned them a stellar reputation in the industry.”

Michael Paisley said, “This is a people business and we believe the principles of the Navacord Broker Partners differentiate them from other organizations. The opportunity to engage the resources and expertise of a national brokerage will enhance our current client product and service offerings. We are excited to partner with other like-minded brokers and be part of a larger group that shares a common philosophy towards clients and our business.”

Shawn DeSantis, Navacord President & CEO said, “With the addition of Paisley-Manor, Navacord continues the expansion of our presence in the Toronto marketplace; specifically in the key segments of Real Estate, High Net Worth Personal Insurance and Manufacturing. We welcome the partnership group of Paisley-Manor and look forward to working with them.”

Navacord recently announced a management led buyout with the support of Madison Dearborn Partners and is the fifth largest commercial broker in Canada, by volume, with over \$700 million in premium and over 80% of revenue from commercial insurance.

### **About Navacord**

Based in Toronto, Ontario, Navacord is a national insurance brokerage offering risk management and consulting solutions including property & casualty, employee benefits, loss control, claims management, surety and personal insurance. Navacord is one of Canada’s largest commercial insurance brokers with specialization in the following industries: Construction, Transportation, Hospitality, Real Estate, Manufacturing, Oil & Gas, Architects & Engineers E&O.

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### About Navacord cont'd

Navacord is committed to the success of their clients and delivering expert advice in an increasingly complex world; allowing clients to face the future with confidence. Navacord Broker Partners deliver local, personalized service to their clients while being supported by the additional expertise, resources and efficiencies of a national brokerage.

Navacord is the preferred partner for entrepreneurial insurance brokerages seeking to grow while maintaining their unique identity and culture. The company trades under ten different broker partner brands throughout Ontario, Alberta and British Columbia.

### About Paisley-Manor Insurance

Established in 1955, Paisley-Manor Insurance Brokers Inc. is a second generation, independent Commercial Insurance Brokerage based in Toronto Ontario. Paisley-Manor has been specializing in Realty, Construction, Retail Chains, Professional Services, Institutional, Educational and Charitable Organizations for over 60 years. Paisley-Manor is proud of their commitment to their clients and carriers which has allowed them to service multi-generations of clients. Their beliefs are reflected in their motto: *"Integrity, Responsibility and Commitment. It's the way we see life, it's the way we do business."*

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## Navacord Broker Partners



### Broker Partnership Opportunities:

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