

BENEFITS OF BEING AN IBAO MEMBER

- Discount on E&O Policy with Gallagher
- Free CE hours to meet annual RIBO requirements for all employees
- Free HR services (one hour per member, per year) through our third party vendor
- Free legal services (one hour call per member, per year) IBAO legal council
- General contract legal reviews conducted by IBAO
- Advocacy work with insurers, all levels of government and regulators, RIBO, CISRO, FSRA and CCIR
- Free regular 'Principal Broker' calls to discuss industry trends and developments
- Discount on broker licensing courses
- Discount on IBAO Convention
- Access to experts on specific issues facing your brokerage (just call and ask)
- Industry benchmarks and statistics including broker compensation and operational benchmarking
- Regular industry updates via email communications and TOB magazine

IBAO MEMBERSHIP PRICING

FEE TYPE	NUMBER OF LICENSED BROKERS	COST
Base Fee 1	1–13 Licensed Brokers	\$425 per Licensed Broker
Base Fee 2	14–20 Licensed Brokers	\$5,750 Flat Fee
Base Fee 3	21–29 Licensed Brokers	\$6,000 Flat Fee
Base Fee 4	30+ Licensed Brokers	Call for pricing details

IBAO fees subject to annual increases—not implemented since 2016.

GALLAGHER CONTACT

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IBAO MEMBERSHIP CONTACT

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EXCLUSIVE WORLD CLASS ONTARIO E&O PROGRAM

NOW AVAILABLE TO ALL BROKERS



ERRORS & OMISSIONS LIABILITY INSURANCE | GALLAGHER

Underwritten by Swiss Re | Westport Insurance Corporation
North America's Leading Insurer in Broker E&O

**BENEFIT FROM THE
KNOWLEDGE AND EXPERTISE
OF A DEDICATED TEAM OF
PROFESSIONALS, OVER
100 YEARS' COMBINED
EXPERIENCE, STABILITY OF
MARKET, BROAD POLICY
WORDING AND EXPERT
CLAIMS HANDLING.**

**Discounted
Gallagher
E&O Policy**

+

**IBAO
Membership**

=

**Non-
Discounted
Gallagher
E&O Policy**

PROGRAM DETAILS

Exclusive market leading wording enhanced by:

- A broader definition of insured
- An extended notice period for mergers & acquisitions and material change in operations
- Coverage extension for crisis management expenses
- Deductible reduction endorsement
- Endorsements including Breach of Personal Data and Employment Practices Liability including Defense & Loss

Premium credits are available up to 20% for completion of educational programs and based on your loss experience (subject to conditions)

Market and industry advocacy on behalf of your brokerage

Additional policies include Legal Expense, Directors & Officers Liability, Fidelity Bond and Cyber Liability

BENEFITS

A STABLE MARKET OFFERING FOR IBAO MEMBERS PROVEN OVER THE PAST 30 YEARS

A consistent underwriting approach by Swiss Re | Westport Insurance Corporation

High program retention based on a fair and consistent pricing approach

Business specific advice and assistance for policyholders

Educational resources based on current market considerations

Accredited Loss Control Seminars across Ontario (in-house programs available upon request)

Guidance on merger & acquisition activity, policies and procedures, and industry issues