



Carlton Insurance Brokers 2018 Summer Update Commercial Lines & Personal Lines Divisions

I would like to take this opportunity to acknowledge our clients and give them an update on our brokerage.

As a few of you may have noticed we have hired a new Commercial Employee. **Lori McWhinnie** joined the Commercial Team in November 2017 and will assist the current support team of **Terri Smith and Lorna St. Jacques**. Lori has worked in the both the accounting & hospitality industries for many years and brings a very high level of customer service combined with a strong work ethic. Welcome Lori!

Our Personal Lines Department still consists of **Tara, Jean-Marie** and **Kea**. These ladies would love an opportunity to quote on your Personal Insurance needs!

Our friendly receptionist **Donna** handles most incoming calls and will be happy to direct your call to one of us. **Grant, Shannon, Terri, Lorna** & I will continue handling the commercial clientele, while developing relationships with both new and current clientele.

The **big announcement** of the year took place on May 1st, 2018. After 20 years of employment, I have sold my shares of the corporation to HUB International. HUB is currently the 7th largest broker in the world. Business will remain as usual with all staff remaining at our brokerage.

No brand changes are expected until 2019. The new name will be Carlton Insurance Brokers Inc., A HUB International Company.

The move is great news for both our employees & clientele. Becoming part of a larger brokerage, enables us to utilize more Insurance companies and products including risk services which were not available to us. **This means having better leverage for pricing to match our already high service standards.**

Please feel free to check out our website located at www.1broker.ca. We are celebrating over 46 years in business at this location and with access to more than 20 Insurance companies we are certainly excited about the next chapter at Carlton Insurance Brokers Inc. A HUB International Company.

I hope this letter finds all of you in good health and spirits and I look forward to working with you soon.

Rocky Mountain Regards,

Tony Carlton

Tony Carlton
Customer Care
Commercial Lines Division