

All Canadian Members,

In late February, we sent a bulletin to all brokers outlining changes for property policies in British Columbia. While this bulletin focused on changes being made to our retail offering, the general underwriting changes are required on program as well.

We need to ensure our program business portfolios stay competitive and profitable to the changing market conditions and large weather events. Therefore, we are requesting that you help us by implementing the following adjustments to your program:

New Business:

- All dwelling risks (Home, Rental, and Seasonal) must carry a minimum \$1,000 base deductible
- All other policies must have a minimum deductible of \$500
- No prior losses in the past 3 years
- No prior Sewer Back-up or flood losses in the past 5 years
- Risks must not have been cancelled, refused or lapsed by any insurer (including RSA, CNS, WA) within the past 5 years

These changes will be implemented in the All Canadian portal as of:

If you have questions about the above, please contact your Regional Sales Manager. Thank you for your continued support of CNS.

Chris Dawson