



FOR IMMEDIATE RELEASE

Navacord Welcomes Record Number of Shareholders to Ownership Group

TORONTO, ON, April 22, 2021 – Navacord Corp., one of Canada’s top commercial insurance brokerages and a leader in risk management services, is pleased to welcome 13 new shareholders as of April 1, representing six Broker Partners across Canada – a record number of appointments for the organization.

The new shareholders include David Blow, Patty McNeil and Antony Yang, Jones DesLauriers; Patrick Hooey and Blair McIntyre, JDIMI Consulting; Leah Marchon, Lloyd Sadd; Jennifer Adams and Brenden Walsh, Waypoint; Sara Ahmadi, Marlon Brown, Elena Khantses and Abdul Waheed, Westmount Guarantee; and Will Lawrence, Wylie Crump.

“Navacord has experienced tremendous growth, both organically and through M&A, resulting in more leadership opportunities not only within each of the brokerages but also across the business,” says Shawn DeSantis, President & CEO, Navacord. “We are proud to welcome this esteemed group of colleagues to the Navacord shareholder group and look forward to continuing our growth journey, together.”

Nearly half of the diverse group are women and also includes representation from operational roles. As the organization has grown, so has the scope and number of operations leaders, who are now on par with ‘revenue generators’ in terms of delivering client value and supporting Navacord’s ongoing success. The equity opportunity, along with a unique ownership model that cultivates a highly entrepreneurial culture, has set Navacord apart in the industry and is working to attract strong talent.

“We have a very unique offering in terms of our total reward model for key contributors who are committed to growing their business while being on the journey with the entire organization in building the great Canadian brokerage,” says T. Marshall Sadd, Executive Chairman, Navacord. “We celebrate our leaders who pursue achievement with passion and purpose across the organization.”

About Navacord

Founded in 2014 and headquartered in Toronto, Ontario, Navacord is one of Canada’s top four commercial insurance brokerages. With over \$2 billion in annual premium, Navacord stands as a leader in group insurance and risk management solutions. From commercial and personal insurance to surety, employee benefits and retirement consulting, Navacord leverages national strength and resources with the local-touch service of industry-specialized Navacord Broker Partners to deliver the trusted advice, expertise and custom insurance solutions our clients need to face the future with confidence.

With a unique ownership model and value proposition, Navacord is the preferred partner for entrepreneurial insurance brokerages seeking to grow as a part of something bigger, while maintaining their distinct identity and culture. More information is available at navacord.com.