

Credit Union Insurance Services Association

Newsletter

A Message from the President

On behalf of the CUISA board, I want to thank our membership and corporate partners for their ongoing support over the past year. CUISA recently held a virtual AGM with its membership where a number of key issues were discussed. These included strata insurance where no quick fix is currently available, Intact's purchase of RSA and its potential impact on membership, the introduction of Enhanced Care and its impacts on broker revenues and the pending introduction of online renewals and what this means for the motoring public and our membership moving forward. The impacts of these changes are significant.

Your association is here to support you through these changes and our Executive Director is prepared to provide you with information on how other members are navigating these challenges times. I want to personally thank our Executive Director for his strong leadership and his voice in representing our association at all aspects of our industry. We are here to help. Reach out anytime.

Kevin Sigouin
President, CUISA

Contact Us

CUISA

#904 – 1641 Lonsdale Ave.
North Vancouver, BC
V7M 2J5
Phone: 604-369-5069
Email: dave@cuisa.com

2020/2021 Board of Directors

President – Kevin Sigouin
Vice President – Kirsty Scriver
Treasurer – Mike Henfrey
Director – Sandy Thor-Larsen
Director – Peter Knowles
Director – Maureen Kurenoff

GET REBOUND-READY



Let's Rebuild Confidence with travel protection that goes beyond what's expected

As market conditions continue to change, Allianz Global Assistance is committed to ensuring our partners have everything they need to meet and exceed their clients' expectations when they're ready to travel again.

We understand that some clients may have important reasons to travel, such as for family or work, during these unusual times. That's why we've launched a COVID-19 Insurance and Assistance Plan to help protect the health and safety of travellers.

COVID-19 Insurance and Assistance Plan:

- \$1,000,000 policy maximum
- Coverage for emergency hospital and quarantine expenses related to COVID-19
- Ideal supplement to travel insurance plans that limit coverage for COVID-19
- No upper age limit
- No medical questionnaire required
- No deductible
- And more!

To become a partner, contact:

Bart Borg, Business Development Manager

bart.borg@allianz-assistance.ca

1-604-375-1640

Global Assistance

Allianz 

Travel insurance does not cover everything. Travel insurance is underwritten by CUMIS General Insurance Company, a member of The Co-operators group of companies and administered by Allianz Global Assistance. Allianz Global Assistance is the registered business name of AZGA Service Canada Inc. and AZGA Insurance Agency Canada Ltd.

Fortifying the hospitality industry with Specialty products that fit your needs.



Jamal Madbak

VP, Commercial Lines, Echelon

Supporting our communities is etched in Echelon's DNA. In our business, we combine our care for our communities with our niche expertise to do our part in providing coverage to small and mid-sized businesses to support them through challenges, including the recent COVID-19 pandemic.

Throughout this ordeal, and still today, we continue to watch as some Insurance companies are cutting back and tightening up their appetite towards insuring hospitality businesses.

We're not going to do that!

As a Specialty Insurer with Niche commercial products, our Commercial insurance offering for small to mid-sized hospitality businesses remains strong,

and we're showing up for the hospitality businesses that have long served our communities.

Echelon is proud to offer flexible and competitive options for hospitality businesses to obtain the insurance coverage they need through their trusted broker, at a fair price, so that they can focus on rebuilding their businesses and recovering from the adverse economic impact of this pandemic.

How are we able to step up while other insurers are stepping away? We continue to rely on our risk-based underwriting approach and the expertise of our underwriters and broker partners to truly understand small to mid-sized hospitality businesses so that we can provide the competitive coverage options they need. During the first quarter of 2021 alone, we provided protection to 122 hospitality businesses with the help of our brokers.

Today, as we step into the next phase of this pandemic together, we will not halt our support to our Brokers or customers. If anything, we will continue to support both as an organization and as individuals, whichever way we can.

We are grateful for our broker partners who share the same

“Thank you Echelon for recognizing a real need in the hospitality industry, and then filling it with a customized insurance program. And thank you also for making this product available for CUISA brokers, it gives us a real unique competitive advantage”.

Kevin Gull, Integris Insurance

values as we do and play a pivotal role in keeping hospitality businesses afloat. Together, we're confident that we can provide business owners with coverage options to help bring this industry that fuels and connects our communities back to its pre-covid glory!

To learn about Echelon's offering for small to mid-sized businesses, including hospitality risks, contact your Echelon business development manager.

firstonsite
Restoration



THE ONLY PROPERTY RESTORATION PARTNER YOU'LL EVER NEED



Our Services:

- ✓ Water Damage Cleanup
- ✓ Drying & Dehumidification
- ✓ Smoke & Fire Damage Cleanup
- ✓ Mould Remediation
- ✓ Asbestos Abatement
- ✓ Catastrophic Storm Response
- ✓ COVID-19 Disinfection
- ✓ Large & Complex Property Recovery
- ✓ Temporary Power
- ✓ Board Ups
- ✓ Reconstruction
- ✓ General Contracting



1.877.778.6731
24h Emergency Response

About FirstOnSite Restoration

We make coping with a disaster more manageable by providing one place for all of your emergency response planning, property mitigation and reconstruction services needs.

Head Office

110 Matheson Blvd W, Suite 210,
Mississauga, Ontario L5R 4G7
FirstOnSite.ca



BUNDLE UP AND SAVE WITH FAMILY

Save your clients money by bundling their HomeCover
and AutoCover policies with Family's
NEW Multi-Policy Discount

For more information please contact your
Underwriter or Business Development Advisor.

Conditions, limitations and exclusions may apply.

www.familyins.com

autocover

homecover

Enhanced Care is here.
It's as exciting as insurance gets.

Drivers in BC will save about 20% a year on insurance and receive more care after a crash.
There are lots of other ways Enhanced Care, well, enhances your clients' coverage.
Visit icbc.com/enhancedcare to learn more.





Dreaming of travel? So are we.

And when it's safe, we want you to know we've been hard at work to ensure that your clients will be able to enjoy healthy travels. In fact, Pacific Blue Cross Travel Insurance includes coverage for COVID-19 when you're fully vaccinated.

It's been a tough year, and everyone is longing to take the trips they've missed—to visit loved ones, experience new cultures, or lounge poolside somewhere. Pacific Blue Cross Travel Insurance is here for your clients with coverage from one of the most recognized symbols of health care in the world.

Why your clients should choose Pacific Blue Cross Travel Insurance?

- ✓ **Get covered for COVID-19** when you're fully vaccinated
- ✓ **We've held our prices since 2019 and your kids are free** when you buy a plan
- ✓ **Buy up to 1 year in advance**, and you can get a full refund 48 hours before your trip
- ✓ **New Travel Health Check** shows you health advisories for your destination
- ✓ **Get 24/7 travel assistance** in over 100 languages

So, when clients start planning that next trip, think Pacific Blue Cross. Details and policy terms at pac.bluecross.ca/phibroker/travel

For brokers with any questions regarding Travel Insurance, you can reach out to me at **604 419-2140** or **arahal@pac.bluecross.ca**.

Andre Rahal
Account Executive
Individual Health Benefits – PHI Advisors
Pacific Blue Cross



BC's #1 Health
Benefits Provider



RESTORE REPORT

GRILLING SAFETY: 101

HELP PROTECT POLICYHOLDERS THIS SUMMER

With Summer right around the corner, are your clients up-to-date on grilling safety?

This might be a good time to start a conversation with them about how to stay safe this summer by following a few grilling safety tips.

GRILLING SAFETY TIPS:

10 FT
↔

Location is everything

Keep your grill at least 10 feet away from your house and make sure it's not under wooden overhangs.



Keep it clean

Clean your grill regularly. Grease and fat buildup are the main sources of flare-ups.



If a grill fire occurs

Before grilling, make sure you have the appropriate fire extinguisher in the event of a grill fire. Remember, fire extinguishers should only be used when a fire is confined to a small area and not growing.



AVAILABLE 24/7/365
CALL 1-800-RESPOND

ServiceMasterRestore.ca



Looking after one another for 125 years.

In 1896, twenty farmers got together to look
after each other and their communities.

125 years later, this still holds true.

wawanesa.com



Wawanesa
Insurance



MUTUAL FIRE INSURANCE

Ready to Work Together?

With Mutual Fire Insurance you'll find a dedicated underwriter for each line of business, eager to support you through the customer journey. MFI is available every step of the way, placing partner service first shows in every aspect of our business from the underwriting floor to the front-line claims examiners to the executive team.

Connect with us today for a quote on our farm, commercial and home insurance products.

info@mutualfirebc.com
mutualfirebc.com

Follow Us



Mutual Fire Insurance logo and trademarks are administered by The Mutual Fire Insurance Company of British Columbia.