

**NEWS RELEASE - FOR IMMEDIATE RELEASE**

## Three Surprise Reveals at Gore Mutual's Fast Forward Event

**Toronto, ON, June 8, 2017:** At this week's Fast Forward, Gore Mutual delivered on its promise to bring industry experts and brokers closer together through trust, cooperation and innovation to deliver real solutions to a sold-out audience. Topics included the importance of strong partnerships, connected technology, cyber security and weather threats. The full-day event began with inspiring talks from respected Canadians David Suzuki, Chris Hadfield and Jim Carroll and ended with three surprise reveals that provided real-world solutions to brokers.

David Suzuki opened the morning by saying that the insurance industry has been a great supporter in the climate change discussion. He also delivered a poignant message to brokers, "The great human advantage is foresight. We can shape the future." The sentiment was echoed by Chris Hadfield who said, "Start by taking incremental steps to a new reality. Your new perspective becomes your reality." Both speakers received standing ovations.

Each of the three afternoon panels featured lively discussions with brokers and industry experts shaped by live feedback and questions from the audience, and ended with the announcement of three exciting new initiatives from Gore Mutual.

In the first reveal, Gore Mutual announced a partnership with CSIO to develop an industry standard universal digital pink slip, which drew a large applause from the predominantly broker audience. "We want to create a single solution that better positions brokers to compete against nimble direct writers and reinforces our commitment to the broker channel," said Catherine Smola, President and CEO of CSIO.

Next, Gore Mutual revealed a new partnership with international reinsurer Beazley to deliver 'Padlock', one of the most comprehensive cyber and data breach response products in Canada for small businesses. James Gray, treaty underwriter at Beazley advised, "Cyberattacks have become a big issue for Canadian small businesses and cyber and data breach response coverage is essential. We are delighted to have partnered with Gore Mutual to utilize our extensive experience in handling data breaches to develop and launch the new Padlock product."

Closing the day, Gore Mutual surprised the crowd with the announcement of a new partnership with global home automation leader Fibaro to provide flood sensors to select commercial and personal customers. "In the coming months, we will start to give select property customers Fibaro flood sensors and possibly other devices as part of their policy. This is a terrific value add that helps mitigate risk and offers a real benefit beyond pricing alone for customers with connected homes and businesses," said Paul Jackson, Vice-President Sales, Marketing & Distribution at Gore Mutual.

Fast Forward was a timely reminder that the insurance industry is at a pivotal moment where partnerships and investment are vital. "We're on a journey to transform our business into a modern mutual company built on cooperation and innovation. Brokers are changing rapidly in terms of ownership, investments and technology and we continue to stand shoulder to shoulder with brokers of all kinds to collectively prepare our industry for the future," said Heidi Sevcik, President and CEO of Gore Mutual. "The response to Fast Forward has been incredible. The day was meant to be provocative, inspirational and help brokers think differently about their challenging but exciting future ahead."





Learn more about the eSlip partnership with CSIO: <https://www.goremutual.ca/eslip>

Learn more about Padlock: <https://www.goremutual.ca/padlock>

Learn more about Fibaro: <https://www.goremutual.ca/fibaro>

Learn more about Fast Forward: <https://www.goremutual.ca/fastforward>

#### **About Gore Mutual**

Founded in 1839, Gore Mutual is Canada's oldest property and casualty insurer, with over \$410M in premiums and over \$1BN in assets as at December 31, 2016. Based in Cambridge, Ontario and Vancouver, British Columbia, this Canadian-owned and operated mutual company employs over 350 people and is known for its investment in people, technology and innovation. With a long standing commitment to genuine personal service, and with InsurTech partnerships such as **BrokerLift**, Gore Mutual is an unwavering supporter of its network of insurance brokers, who offer the highest standards of service, choice and advocacy to Canadian customers. Gore Mutual was voted the #1 insurance company by the Insurance Brokers Association of Ontario (IBAO) in 2014 and certified as a "Great Place to Work" in 2016. The Gore Mutual Foundation strengthens Canadian communities by supporting local initiatives and has donated more than \$10M to over 650 charities. **Learn more about Gore Mutual at [goremutual.ca](http://goremutual.ca).**

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