

Take advantage of Milnco's **EXCLUSIVE** personal lines product through Definity Insurance Company (previously Economical) for your clients in Manitoba & Saskatchewan.

EFFECTIVE AUGUST 1, 2022 NEW BUSINESS AND SEPTEMBER 1, 2022 RENEWALS

Please review the attached document outlining complete rate change details and amendments to our Underwriting manual. While we do have to take rate increase(s) in certain areas and products, we are excited to announce **the following key improvements to our product**; based on feedback from you, **our valued Broker Partners**.

- 5% base premium **reduction** for Homeowners, Seasonal and Condominium Owners coverages in Winnipeg
- 5% base premium **reduction** for Tenants coverage located in our Winnipeg Centre rate table
- 5% base premium **reduction** for Condominium Owners and Tenants coverages in Regina & Saskatoon
- **Rating for the following Manitoba towns has changed from P2 Rural to P1 (Preferred Rural) Rating**
 - Carberry
 - Dauphin
 - Gilbert Plains
 - Headingly
 - Ile Des Chenes
 - Lac Du Bonnet
 - Niverville
 - Oakbank
 - Roblin
 - Springfield
 - Stoney Mountain
- Risks located in **LaSalle, Manitoba** which are hydrant protected and within **13-15 km's** of a responding fire hall are **now considered under our P1 (Preferred Rural) rating**

AND DON'T FORGET WE OFFER THE FOLLOWING:

- **No surcharge** for approved auxiliary wood heat
- **Personal Umbrella coverage**
 - Can sit over USA owned home & automobile coverage
 - Stand Alone coverage not available at this time
- **Personal Legal Solutions Expense coverage**
 - \$70 annual premium
- **Underground Service Line coverage and Equipment Breakdown coverage**
 - Underground Service Line premium starts at \$25
 - Equipment Breakdown premium starts at \$35
 - **OR PURCHASE BOTH** and save - premium starting at \$50
- **20% Commission** (except Legal Expense 15%)
- **Experienced, knowledgeable, friendly staff**
- **Fast turnaround time**

Lastly, inflationary increases have effected our economy. In response to the increased costs of building materials as well as labour we will be implementing a 6.5% overall insured value increase on all renewals effective September 1, 2022. **Please submit an updated evaluator to ensure your client's valuations are reflected properly.**

Updated manuals will be emailed shortly with a secured link for you to download the document.

We wish to acknowledge and thank you, our Broker Partners, for your continued support.

If you have any questions on the above, attached or revised manuals, please contact a member of our **Milnco Insurance Broker Solutions Centre Personal Lines Team!**

MANITOBA & SASKATCHEWAN MANUAL AND RATING AMENDMENTS
EFFECTIVE AUGUST 1, 2022 NEW BUSINESS, SEPTEMBER 1, 2022 RENEWALS

COSMETIC CHANGES

1. Refreshed look and reformatted sections to be listed alphabetically
2. Clearer direction on binding authority
3. Definitions from various sections of manual have been moved to one section - "DEFINITIONS"
 - Removed definitions for words/items that we do not actually insure (ie Mobile Homes)
 - Moved verbiage under some of the "DEFINITIONS" to the applicable "UW CONSIDERATION" section in the "HEATING GUIDELINE" section (some of the points under the definitions were actual guidelines versus definitions)
4. Eligibility and Coverage Comparison Charts revised in all sections
 - Verbiage and coverage amended to accurately reflect the applicable wordings
 - Moved a lot of the information from the charts into the applicable "ELIGIBILITY CRITERIA" sections
5. "DISCOUNTS & SURCHARGES" charts revised in all sections
 - a. Now accurately reflect ALL applicable discounts & surcharges (some were showing in the criteria sections but not in actual charts)
6. Eligibility and Coverage Details section has been added under the "SEASONAL CONDOMINIUM COVERAGE" section (previously referred you to the "CONDOMINIUM COVERAGE" section to find this information)
7. **MANITOBA ONLY** - Rented Dwelling Rate Table names have changed for the following:
 - Current Table P2 Rural North is now TABLE P2A (RURAL NORTH)
 - Current Table B is now TABLE B1 (SEMI PROTECTED)
 - Current Table B Semi Protected North is now TABLE B2 (SEMI PROTECTED NORTH)
 - Current Table C is now TABLE C1 (UNPROTECTED)
 - Current Table C Unprotected is now TABLE C2 (UNPROTECTED NORTH)

CHANGES PERTINENT TO BINDING AUTHORITY

1. "ADDENDUM"
 - "Select Secondary Homeowners" removed as is a referral and not included in binding authority. A contract amendment will follow from Steve Baker (no signature required)
 - "Watercraft" section corrected to reflect maximum 24 feet for property and maximum 26 feet for liability coverage
2. "RISKS TO REFER" section – the following have moved to "RISKS THE COMPANY DOES NOT WRITE" section
 - Backdating of applications or coverage is not permitted
 - Primary heat being space heaters/older style radiant heater units
 - Risks with student occupancies
3. "WHEN INSURED RELOCATES OUTSIDE THE PROVINCE" section clarified to reflect "if the insured moves outside the provinces of Manitoba or Saskatchewan, we cannot provide insurance for their primary location".

4. "BOAT AND MOTOR COVERAGE" section
 - Watercraft length corrected to reflect maximum 24 feet (for specific form), Personal Liability Coverage remains at maximum 26 feet length
5. "PERSONAL UMBRELLA COVERAGE" section
 - Maximum length of watercraft for liability coverage corrected to 26 feet
6. RATING TABLE AMENDMENTS

MANITOBA ONLY

- Winnipeg Rates
 - 5% base premium **reduction** in following products - Homeowners, Seasonal and Condo
 - 5% base premium **reduction** in Tenants coverage for our Winnipeg Centre rate table
 - 10% base premium **increase** in Rented Dwellings
- Southern MB Rates
 - 5% base premium **increase** in following products - Homeowner, Seasonal, Condo and Tenants
 - 10% base premium **increase** in Rented Dwellings
- North MB Rates
 - 10% base premium **increase** in all products - Homeowners, Seasonal, Condo, Tenants and Rented Dwellings
- **Following towns changed from P2 Rural rating to P1 (Preferred Rural) Rate Table**
 - Carberry
 - Dauphin
 - Gilbert Plains
 - Headingly
 - Ile Des Chenes
 - Lac Du Bonnet
 - Niverville
 - Oakbank
 - Roblin
 - Springfield
 - Stoney Mountain
- Risks in **LaSalle, Manitoba** which are **hydrant protected and within 13-15 km** of a responding fire hall are now considered under our **P1 (Preferred Rural) rating**.

SASKATCHEWAN ONLY

- 5% base premium **reduction** in Saskatoon & Regina in following products – Condos and Tenants
- 5% base premium **increase** in following products – Homeowners and Seasonal
- 10% base premium **increase** in Rented Dwellings

7. "VACATION TRAILER COVERAGE" section
 - Fire Protection Territories have been amended as follows:

	EXISTING VERBIAGE	NEW VERBIAGE
Hydrant Protected	within 300 m (1,000 ft) of a fire hydrant	within 300 m (1,000 ft) of a fire hydrant and within 13 km (8 miles) of a responding firehall
Firehall Protected	within 13 km (8 miles) of a responding firehall	not within 300 m (1,000 ft) of a fire hydrant but within 13 km (8 miles) of a responding firehall
Unprotected:	not within 13 km (8 miles) of a responding firehall	not within 300 m (1,000 ft) of a fire hydrant and not within 13 km (8 miles) of a responding firehall

- **DETACHED PRIVATE STRUCTURES RATES**
 - Increased semi protected rate to \$6.00 (previously \$4.00)
 - Increased unprotected rate to \$8.00 (previously \$4.00)