

## IMPORTANT MESSAGE TO ADVISORS

### 2018 Annual Renewal Notice

We would like to take this opportunity to thank you for your continued support as an EDGE Advisor.

At The Edge Benefits, each year we complete a review of all products with all of our Insurers to confirm that our rates are appropriate, and we are very pleased to report that there will be **no change** to existing premiums on any of our products for this year. Not only that, but we have also been successful in negotiating a **2 year rate guarantee** for both our **Travel** and **Travel Plus** products! This is great news for you and your clients.

#### Other News...

As you may have heard, we are simplifying our Annual [EDGE Travel Plus Medical Emergency Coverage](#) in order to better align it with our popular monthly plan, by removing the incidental and rarely used benefits for baggage delay/loss, trip cancellation, delay, and trip interruption. All other aspects of the travel medical emergency coverage remain unchanged, and extremely competitive in the travel marketplace. This change will be effective September 1<sup>st</sup> for all new sales, and will be implemented on the annual renewal date for all policies in force.

As Canada's Lifestyle Protection Company, The EDGE is a proud member of The Co-operators Group Limited, providing Canadians with quality and affordable lifestyle protection for over 35 years. Like no other Lifestyle Protection Company in Canada ~ we effectively act as an Advocate for our clients, every step of the way ~ as we deliver on our mission, vision and values statement. We feel positive about being able to provide benefits and support for many families faced with unexpected expenses over the years, paying out over **150 Million Dollars** in benefits.

We appreciate your business, value our relationship, and look forward to being there to support you, and the clients you have placed with us should the need arise. If you have any questions regarding this notice please contact your Sales Consultant, or contact us directly at 1-877-902-EDGE (3343) or at [customerservice@edgebenefits.com](mailto:customerservice@edgebenefits.com).

[Register](#) for our upcoming September seminars today.

Sincerely,

The Edge Benefits



Neil A. Paton, CLU, CHS, CPCA

President & Chief Executive Officer