



Jones DesLauriers Insurance Management Inc. announces a strategic partnership with Condominium Insurance Solutions Inc.

TORONTO, July 13, 2020 – Jones DesLauriers Insurance Management Inc. (JDIMI), a Navacord broker partner and a leader in risk management services, announces a strategic alliance with Condominium Insurance Solutions Inc. (CIS), one of Ontario’s largest condominium insurance program providers, effective July 1, 2020.

Established in 1995 by Jeff Rodin and rebranded in 2015 to reflect the true value of the operations, CIS quickly rose to the forefront of its sector with programs modelled in accordance with the Condominium Act of Ontario, and built to exceed the insurance needs and service expectations of its clients. With CIS’s strong presence in the GTA, this partnership is one focused on growth and expansion—demonstrating JDIMI and Navacord’s commitment to developing industry leading products, programs, and technology that positions them as leaders in the Canadian marketplace for specialty coverages.

“We are excited to welcome Jeff and his team at CIS,” says Eric Osborne, President and CEO, Jones DesLauriers Insurance Management Inc. “This partnership will allow us to deepen our specialty coverage expertise and provide our clients with access to a leading, custom built program in Ontario.”

“There is phenomenal synergy and strong ideology between JDIMI, Navacord, and CIS,” says Jeff Rodin, President, Condominium Insurance Solutions Inc. “We now have the opportunity to collaborate with Navacord leaders and Broker Partners locally, while leveraging new national relationships to create fresh, competitive, and innovative solutions for our clients.”

“The addition of CIS expands our value proposition, and their entrepreneurial spirit and appetite for growth resonates within our model,” says Shawn DeSantis, President and CEO of Navacord. “They have a marked expertise and commitment to the specialty condo sector and further advance our capabilities as we continue to build upon our own mission of becoming the great Canadian brokerage.”

About Condominium Insurance Solutions Inc.

Established in 1995 by Jeff Rodin, Condominium Insurance Solutions Inc. (rebranded in 2015) is a Toronto-based specialty insurance program. Condominium Insurance Solutions (CIS) offers a customized insurance program with wordings specifically tailored for Ontario-based Condominium Corporations.

The CIS specialty program is designed to provide a broad range of coverages necessitated by the Condominium Act of Ontario that meet and exceed the insurance requirements of their clients. With a highly specialized team focused on client service, we are a true alternative program providing Insurance to Condominium Corporations—*it’s all we do.*

About JDIMI and Navacord Corp.

Jones DesLauriers Insurance Management Inc. (JDIMI) is a Navacord Broker Partner with over 50 years of experience servicing the Canadian market with commercial and personal insurance, client-specific product offerings, and specialty programs. JDIMI’s expert advisors support clients with a diverse and broad depth of knowledge to help them face the future with confidence.

Founded in 2014 and headquartered in Toronto, Ontario, Navacord is one of Canada’s top four commercial insurance brokerages and a leader in risk management services with more than \$1 billion in premiums. 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.