

Fall 2015
EDITION



The Excalibur Report



A community in action.

Summer. A time for friends, family, vacations, staycations - and with a little luck some fun and laughs outdoors enjoying the sun at the beach, family cottage or even the ball field!

One of the highlights for many ball fans this summer has been Canada's baseball team, the Toronto Blue Jays. The Jays have had the longest playoff drought in Major League Baseball since they last won the World Series in 1993. It's shaping up for an exciting September (and hopefully October/November). Go Jays Go!!!



Speaking of baseball, The Excalibur Insurance Group was proud to sponsor the Jesse Barfield Baseball Camp that was held during the month of July in Clinton. This camp is dedicated to helping youth improve all aspects of their game and would not be possible if it weren't for the hard work of our local MP Ben Lobb and the Clinton Minor Baseball League.

On the topic of youth, here are few other organizations and people we are proud to support financially:

- St. Anne's Catholic High School's new sports and fitness room.
- AAA Lakers hockey players Corey Jewitt & Talbot Geiger
- Wave Hockey players Allison Colquhoun and Kennedy Caldwell.
- Team Canada's Dawson Handy competing in the World Hip Hop Championships in Italy this fall.
- Team Doig Curling, Clinton Radars, Mitchell Hawks & Exeter Hawks

Excalibur Pride

We are pleased to announce that our Mitchell office has a new social media/Marketing Assistant - Sydney Wettlaufer. Sydney will be putting her talent and skills to use on the Excalibur blogs, while getting a joint Bachelor of Applied Arts in Media Studies and a College Diploma in Media Communications at University of Guelph



Sydney

We are also extremely proud to have two of our Account Manager's complete two very distinguished insurance degrees. Andrea Vanderloo in our Clinton Office completed her Canadian Accredited Insurance Brokers Course in May and will receive her CAIB Degree from the Insurance Brokers Association of Ontario this fall. As well, Veronica Anderson in our Mitchell office completed her 10th Canadian Insurance Professionals course this May and will receive her



CIP degree from the Insurance Institute of Canada this fall.

Both of these awesome ladies are an example of going above and beyond to improve their ability to excel at what they do.



Andrea



Vernonica

Back to School MoJo

“Education is the most powerful weapon we can use to change the world.”

- Nelson Mandela

For all parents and grandparents with kids and grandkids going to school this fall, we wish your children and grandchildren a great year of learning and growing!

Also, when the costs of education - from school supplies, tuition, class trips and courses - seem almost too much to bear – keep it all in perspective by telling yourself the following...

“If you think education is expensive, try ignorance.”

- Derek Bok

Have a great fall and don't forget to enter our London Knights draw for 4 tickets to the Home opener!

Jeff Roy
CEO, Excalibur Insurance Group

WIN
4 TICKETS
TO THE
LONDON KNIGHTS
HOME
OPENER

Visit the *Excalibur* facebook page to enter

FRIDAY
SEPT. 25
7:30PM

Once more unto the breach!

Tips for surviving the back to school craziness.

It's that time of year again, when calm quiet summer is replaced with the hustle and bustle of "back to school". It can be as difficult for us parents as it is for the kids. Try these tips to help make the adjustment.

Ensure that everyone is on a schedule prior to the school year so it is easier to get back into things once school starts.

Make time for breakfast in the morning this will allow you to have more energy for the day.

Choose your extracurricular activities carefully and be sure to have fun, arrange some time for yourself and get some quality sleep.

AND SOMETHING JUST FOR THE COLLEGE STUDENTS:

- Go to all orientations
- Get to know your roommate and others in your residence
- Get Organized
- Find the ideal place for you to study
- Go to class



A student's home away from home

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Many things will make the journey form home to school; furniture, books, clothes, even passed-down dishes. But one things that doesn't is tenants insurance. You're going to want that.

Living in residence? Renting a home or room, It's very likely that your school or landlords insurance policies will not cover your things. Even living with roommates, if the policy is there's you're left out in the cold. Think about it.

ANXIETY AT WORK

Anxiety in the work place is all too common. It can have a major impact on our everyday tasks. Meeting deadlines, contributing in meetings and simply interacting with coworkers can be real issues for some. In many cases it can lead to actually missing work.

Anxiety can look different for everyone and could have symptoms ranging from obsessive thoughts, fatigue, extreme feelings of fear and panic, headaches,

difficulty speaking and nausea. When anxiety starts to rear its ugly head, try some of these tips:

Move around:

Moving around can have a calming effect.

Break-up large tasks:

Smaller tasks, or steps in a larger task, can be easier to manage.

Reassure yourself:

When you start to feel anxious focus on how it passed last time, an know you're going to be ok.

Talk with someone:

talk to a friend, sometimes that's all it takes. If it's out of hand, contact a professional, there's always help.



Kerri Tadeu and Brad Piper



2013

WE DONATE \$2,000
from the sale of our book to the Canadian Cancer Society.



2011

WE BEGIN FACEBOOK FACTS & GIVEAWAYS
to grow and reward our Excalibur family.



2013

WE CREATE OUR BUSINESS BLUEPRINT
to help business owners avoid costly unknowns.



2015

DEFENDER DIRECT
is christened as our 15 Minute Call Back Guarantee - whether you need our help, or you're just looking for a quote.



2015

EXCALIBUR TEXT BUDDY
is offered as a free service to advise and communicate with customers seamlessly via text.



2015

WE LAUNCH FARM FENCE
a specifically designed program to make insurance easy for farmers while ensuring premium protection.



2014

WE HELP RAISE \$123,000 IN ONE NIGHT
on behalf of the Clinton Hospital Foundation.



2012

EXCALIBUR IS HONoured
with Healthy Communities Award & Business of the Year Award.



2013

EXCALIBUR COMPLETES BEYOND BEST IN CLASS PROGRAM
as part of our commitment to service.



2013

EXCALIBUR IS A FINALIST
in the IBAO Brokerage of the Year in Ontario.



2012

WE LAUNCH EXCALIBUR REPORT
our quarterly newsletter providing updates and prizes to the Excalibur community.



2012

EXCALIBUR JOINS THE UMA MASTERMIND GROUP
to collaborate with some of the most elite brokers on the planet.



2012

EXCALIBUR DONATES \$25,000
to sponsor the new Central Huron Community Complex.

GIVING BACK

Company-wide policy is established to Donate 5% of Profits within our community.



2010

OUR WOW REFERRAL PROGRAM

is unveiled as a means to thank customers and their friends for trusting us.



2012

DIGITAL SIGNATURE EXPERIENCE

is created so clients can sign documents on their electronic devices.



2015

EXCALIBUR UNIVERSITY
is launched to simplify insurance and make learning easy.



2015

2013



DEFENDERS OF HONOUR

is born as a way to communicate our commitment towards helping people, and doing the right thing.

CREATED THE EXCALIBUR COMMUNITY CHAMPION AWARD

to recognize people in our community who go above and beyond – without expecting anything in return.



2015

2014



WE CARVE OUT OUR 7 NON-NEGOTIABLES

The things as a team that we absolutely refuse to compromise.

RATE REDUCER

is launched to give people the freedom to access their top ranked home and auto quotes online.



2014

YOUNG DRIVERS DESERVE A BREAK

As advocates of reducing rates for young drivers we're selected as one of the first brokers in Ontario to launch Ingenie.



2015

2011



MOBILE DASHBOARD

is launched so customers can access policies and manage coverage online.

BOOK LAUNCH

We write and publish a book called Cover Your ASSETS to help people make better choices.



2012

WE LAUNCH OUR FREE HOME WALKTHROUGH PROGRAM

for anyone wanting onsite help evaluating proper coverage for their home and contents.



2011



THINK BIRD FLU HAS FLOWN THE COOP? MAYBE NOT.



Excalibur Offers Ontario Poultry Farmers Protection Against Avian Flu.

Many of our Chicken producing Farm insurance clients have expressed concern their farm policies do not contain protection for any losses due to Poultry Diseases such as the Avian Flu. With over 1100 family farms across Ontario producing 210 million chickens per year with a value of \$770 million there is real risk of financial loss to chicken farmers in Ontario.

After years of searching Excalibur Insurance group now has access to an exclusive Ontario broiler protection program through North Waterloo Farmers Mutual. This program is specially designed to protect against

potential lost income associated with diseases like the Avian Flu. This policy includes coverage extensions for Avian Influenza, Salmonella Enteritides, ILT (Avian Infectious Laryngotracheitis) and Newcastle, along with \$100,000 coverage for clean up and disinfection of the barn.

Excalibur feels with so much financial risk to your chicken farm this coverage should be part of all producer's risk management program.

The insurance policy is three-part coverage that provides protection for the flock that is in the barn at the time of the outbreak, to clean and disinfect the barn, and future loss of income.

To get the latest on the Avian Bird Flu news visit our blog at: www.eigroup.ca/blog/

Whether your kids have their own car or borrow the family car to get to school, here a few things you should do.

Let Your Insurance Company Know

Risk of accidents or injury can increase pending the distance to school.

Don't Lend Out Your Car

If there's an accident and you are not driving, you foot the bill.

Keep A Clean Driving Record

A clean driving record means better rates.

Ask About Discounts

Good marks can also mean better rates.

Whether your kids have their own car or borrow the family car to get to school, here a few things you should do.

Kids driving to school? Keep this in mind:

Arrive Early

Avoid parking lot rush hour.

Park with lots of space

more room = less dings and danger.

Watch For Other Students

Watch out for Walking-talking-texters. They won't be watching for you.

Hide Your Valuables

If you love it, don't leave it behind. Someone else might love it too.

Go Slow

Something will sneak out from the one place you're not looking, so be careful.

Shout OUTS!



Paul Wettlaufer & Bill Hunter travel to Toronto to accept Ontario Fire Safety Award recognizing Perth-Huron Insurance Brokers



Congrats to our June Mystery Prize Winner Shelby Frankow!



Excalibur Insurance Group was proud to donate \$500 to Dawson Handy, who is heading to Italy this fall to compete in the World Hip Hop Championships.

Happy
BACK TO
School

Wow ^{SUPER}



Refer a **Friend** get a Tims card

A referral is the highest form of compliment you can give to someone. It means you trust us enough to impress a colleague or friend. It signifies that, in some small way, we made your day!

To make a referral have your friends, family, and co-workers do one of the following:

Call Us: 1 (800) 361 1072

Email Us: clinton@eigroup.ca

OR Fill out the form online at eigroup.ca/refer-a-friend

For every Referral you send us we'll give you a **FREE Large New Orleans Pizza** or a **Tim Horton's Gift Card**.



Everyone who sends in a referral is entered into a draw for a chance to win our mystery prize!
Last month's winner took home a \$100 grocery gift card.

The
Excalibur
Report

Published
4 Times Per Year

MORE NEWS! BETTER STORIES!

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www.eigroup.ca

52 YEARS

longest client relationship

fourteen
LICENSED BROKERS

FIVE %
OF ALL PROFITS
DONATED TO CHARITY

EXCALIBUR INSURANCE GROUP PARTNERS:

JEFF ROY, KEN COLQUHOUN, UNA ROY & PAUL WETTLAUFER

