

**THOMPSON'S**  
**Daily Insurance News Service**  
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**Follow-up:**

**Increased commissions on Manitoba  
brokers' sales of optional auto  
insurance not done to make it even  
harder for private insurers —  
broker president**

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The new compensation agreement between Manitoba Public Insurance and the province's brokers association (*Thompson's daily insurance news service*, Sept. 26) increasing commissions on optional coverage was not done because of any sales strategy by the insurer, said association president Wade Garriock.

Insurance Bureau of Canada's government relations manager for the region Serge Corbeil had said what is left to competition in the province is already not as attractive as in other jurisdictions.

"But I guess they've also found a way to make it even harder."

Mr. Garriock said the reason for increase is the agreement reduces commissions on basic Autopac policies.

This is because of MPI's shift to a streamlined licence and insurance renewal system.

(The two are combined in Manitoba.)

Now motorists will no longer have to visit their broker for the renewal every year.

They may pay their annual fees at a brokerage if they wish but they will also be able to pay via automatic debit from chequing accounts or credit cards.

This means an 80% reduction in transactions for brokers.

The increased commissions on optional products are meant to make up for this.

"Everybody is going to be in a similar, maybe even in some cases slightly better, position than where they are today."

On the numbers received from MPI, nobody should suffer financially.

