

The Excalibur Club

May 2016
EDITION
BI-MONTHLY NEWSLETTER

1 (800) 361-1072 · WWW.EIGROUP.CA



Win a week at riding camp!



KIDS! Make a short video telling (or showing) us why you think horses are special, and how they help us REACH our goals for a CHANCE TO WIN a 1-WEEK RIDING CAMP with the Reach Kids Summer Riding Program.

(Contest steps inside page 3)

Happy Mother's Day to all the Amazing Moms!



IN THIS EDITION

CSIO Award	2
Grilled Steak Recipe	2
Riding Camp	3
Spring Giggles	3
Dryer Fire	3
Accident Benefits Reduced	3
Anti Ants	3
Excilbur Protection	4
Spring Check Up	4
Refer a Friend	4

Accident Benefits Reduced June 1ST

Your auto policy is changing on **JUNE 1st**. Here's what you need to know. *Pg. 3*



Excalibur President & CEO, Jeff Roy accepts the CSIO Technology Leader Award from outgoing Vice Chair Ted Harman, President of Accent Insurance Solutions.

Excalibur Gets Perfect Score as Technology Leader

Excalibur was honoured to receive the CSIO Technology Award after earning a perfect 100% on the CSIO's technological scorecard. This places Excalibur in the top 1% of brokerages across the country demonstrating leadership in technology.

"We are proud of how our team has embraced change and are using the tools to improve how we deliver

service to our clients, and make our operations more efficient," says Jeff Roy, President and CEO of Excalibur. "It's part of the Excalibur Code; one of our 7 Non-negotiables: If technology doesn't save you time, stress or money, we're not interested."

This goes to show that a small, community brokerage can help lead the industry forward when it comes to developing new tools and technologies to improve the overall broker-user experience. Gone are the days of faxes, and scans that have to be printed out, signed and delivered. Excalibur's tech tool-kit includes E-docs, CSIONet, e-forms, and E-sign Live. <https://www.esignlive.com/> "Clients love it," affirms Roy. "It makes taking out a new policy or doing business so much easier for them."

Roy hopes the new CSIO Technology Award, and Technological Scorecard, will act as a roadmap for other brokerages looking to improve their service delivery. "It will be interesting to see what CSIO is involved in in the next 12-24 months," he says. "The revised strategy CSIO developed and its implementation has really improved technology for the broker distribution channel in Canada. However, there is much more to do and we cannot stop now."

Excalibur extends a special thank-you to Catherine Smola of CSIO, her staff and her board of directors for doing such a great job of improving and developing tools, and helping brokerages use technology to deliver a better experience.

Grilled Sirloin Steak with Garlic Butter

DIRECTIONS

1. Heat outdoor grill to HIGH.
2. In a small saucepan, melt butter with garlic powder and minced garlic. Set aside.
3. Sprinkle both sides of steak with salt & pepper.
4. Grill steaks 4-5 minutes per side, to taste. When done, transfer steaks to warmed plate. Brush liberally with garlic butter and let rest 2-3 minutes before serving.
5. Enjoy with your favourite summer beverage!

INGREDIENTS

- ½ cup butter
- 2 tsp garlic powder
- 4 cloves garlic, minced
- 4 lbs beef top sirloin steaks
- salt & pepper to taste

.....
Source: allrecipes.com
<http://allrecipes.com/recipe/14554/sirloin-steak-with-garlic-butter/?internalSource=recipe%20hub&referringid=17207&referringContentType=recipe%20hub>



Win a week at riding camp **steps!**

- 1** Make a short video (30 seconds) telling or showing us why you think horses are special.
- 2** Have a PARENT or GUARDIAN upload your video to Facebook and tag Excalibur Insurance Group by JUNE 3RD.

OR...

Have a PARENT or GUARDIAN email your video to: carmstrong@eigroup.ca along with your parent or guardian's contact information (email, address & phone number). If you choose to email us directly, we will not share your video on social media without written parental permission.

Open to ages 7 and up., TWO winners will be selected and notified by JUNE 13th. Exact dates to be determined.



SPRING GIGGLES

RIDDLE ME THIS

- Q. Why did the farmer bury all his money?
- Q. Why are frogs so happy?
- Q. What falls but never gets hurt?

(Answers on Page 4)

DRYER FIRE

Did you know...? Lint build-up in dryer vents and hoses is a common cause of household fires. Dryer hoses and vents should be checked regularly, and professionally cleaned at least every three years.

Accident Benefits Reduced June 1ST

Citing the need to stabilize insurance rates and lower premiums, the Government of Ontario will reduce accident benefit coverage for injuries you may sustain in a car accident.

If you renew on or after June 1st 2016, your auto policy will automatically default to the reduced accident benefits limits unless you purchase additional coverage.

We invite you to call us to determine the cost of optional accident benefit upgrades.



Learn More at: Excalibur.ca/AB-CoverageChanges

Anti-Ants! Natural solutions to a pesky problem

Looking for a pet-and-kid-friendly alternative to toxic baits and sprays? Check your spice drawer! Sprinkle or spread around your garden, walkways, foundation, deck and anywhere else ants might enter your house:

- Cayenne pepper
- Chili pepper
- Cinnamon
- Cloves



Spring Giggles Answers

Q. Why did the farmer bury all his money?

A. *To make his soil rich.*

Q. Why are frogs so happy?

A. *They eat whatever bugs them.*

Q. What falls but never gets hurt?

A. *The rain.*



Excalibur Protection

Home & Fire • Life • Farm
Auto • Uber & Ridesharing
Classic & Antique Vehicles
Travel • Flood • Mortgage
Business Liability
Recreational Vehicles
Boats & Watercraft
...and much more.

House health spring check-up

Smoke & CO2 Detectors

test & replace batteries

Furnaces

clean & replace filters

Hot Water Tank

check for leaks and faulty valves

Roof

visually inspect for
damage, debris

Gutters, Troughs

clean, repair, remove debris

Pests & Vermin

check for infestations like
ants and mice

Foundation

look for cracks, leaks or
signs of moisture

Electrical

test GFI outlets, appliances,
extension cords

Trees & Shrubs

trim overhanging branches,
check for rot and disease

REVIEW YOUR HOME
INSURANCE POLICY WITH
YOUR EXCALIBUR BROKER

Refer a friend

Tell a friend about Excalibur Insurance Protection
and receive a special THANK-YOU GIFT from us...and
be entered for a CHANCE TO WIN AWESOME PRIZES.



For each referral you
receive a Tim's Card
or a New Orleans Pizza.



Your name is entered in
our monthly draw for
a chance to win \$100.



Your name will be entered
to win our quarterly prize -
a Big Screen TV.