



FOR IMMEDIATE RELEASE

Waypoint Insurance expands operations in Vancouver and the Lower Mainland with addition of GNK Insurance Services Inc.

NORTH VANCOUVER, BC, March 2, 2021 – Waypoint Insurance, Navacord’s premier Broker Partner in British Columbia specializing in top-tier P&C insurance products unique to life on the West Coast, is thrilled to announce the addition of GNK Insurance Services Inc., effective March 1, 2021.

GNK Insurance Services Inc. (GNK) found its roots in the early 1930s and has proudly maintained its position in the Vancouver community for over 85 years. Today, GNK provides personalized service and insurance solutions for businesses and families across BC & Alberta.

“We were drawn to Waypoint Insurance in part because of the alignment of our culture and values—we put our clients and community first,” says Sal Audia, President, GNK Insurance Services Inc. “But, they also provide access to the technology, markets, and infrastructure we need to drive the professional growth of our business and, more importantly, our employees.”

The addition of GNK supports Waypoint’s growth strategy of expanding their operations through a mix of profitable organic growth and M&A with like-minded brokers.

“The GNK team complements Waypoint’s existing practice with their strong community roots and long-standing client relationships,” says Tony Hayes, CEO of Waypoint Insurance. “We’re excited about the synergies that exist and strengthening our presence in the lower mainland.”

This partnership further develops Navacord’s position in the province, and advances their vision of building the great Canadian brokerage.

This is the second of many growth announcements from Waypoint Insurance expected to occur throughout 2021.

About Waypoint Insurance

With over 150 years of operational history, Waypoint Insurance is a leading insurance and risk management brokerage. A member of each community they serve with over 230 staff at 20 locations, Waypoint is committed to providing insurance that is as unique as every one of their clients, and customized for their life and all its possibilities. Waypoint Insurance and their entire team are here to empower people to make the most of unseen possibilities.

About GNK

GNK Insurance Services Inc. had its start in the early 1930s when Locke & Ree Insurance started the business in downtown Vancouver. GNK Insurance Services Inc. was formed in 1999 combining the businesses of Locke & Ree Insurance and Gerwing North & Kerr.

GNK Insurance Services Inc. (GNK) is a full-service general insurance brokerage operating at two locations: Burnaby and Vancouver and specializing in insurance products for Property Owners and Business Operators. GNK offers a broad spectrum of insurance products for Homeowners, Condominium owners and Tenants through partnerships with major Canadian and international insurance companies, as well as Autoplan coverage and vehicle registration on behalf of the Insurance Corporation of BC in Burnaby and in Vancouver.

About Navacord

Founded in 2014 and headquartered in Toronto, Ontario, Navacord is one of Canada's top four commercial insurance brokerages. With over \$2 billion in premiums, Navacord stands as a leader in group insurance and risk management solutions. From commercial and personal insurance to surety, employee benefits and retirement consulting, Navacord leverages national strength and resources with the local-touch service of industry-specialized Navacord Broker Partners to deliver the trusted advice, expertise and custom insurance solutions our clients need to face the future with confidence.

With a unique ownership model and value proposition, 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.