



# *Entrepreneurs,* **TAKE CHARGE** OF YOUR FUTURE!

Make your voices heard  
by joining the RCCAQ



**RCCAQ**  
Regroupement des cabinets de  
courtage d'assurance du Québec

## DEAR BROKERS:

Brokerage firms are operating in an industry in which the rules are about to be changed. The sector is now at a crossroads.

As entrepreneurs, you can imagine what would happen to brokerage firms if no one were there to represent the industry in dealings with elected officials and decision-making bodies. The very definition of your role as a broker could be rewritten without your input!

Fortunately, the RCCAQ is here to carry out that mission. Since you are dedicated to your business, we have worked tirelessly over the past 45 years to help develop the framework in which brokerage firms will continue to thrive.

Today, our industry is facing a number of major challenges, including technological innovation, recruitment, the client experience and legislative matters. These issues are sure to have an impact on your business in the future. The RCCAQ is committed to reiterating its positions while working with decision-makers to safeguard your interests.

As managers, you care deeply about the success of your brokerage firms. As a professional association, we care deeply about your professional success. Working together, we can decide the rules of the game!

**MAKE YOUR VOICES HEARD SO YOU CAN  
TAKE CHARGE OF YOUR FUTURE.  
JOIN THE RCCAQ TODAY!**



**The RCCAQ team**

« SUCCESS IS A TEAM EFFORT. EACH FIRM OWNER NEEDS TO TAKE PART BECAUSE THE GAINS MADE BY THE RCCAQ WILL BENEFIT ALL BROKERS IN QUEBEC. »



**Christopher Johnson,**  
RCCAQ chair

« OUR CURRENT AND FUTURE MEMBERS ARE WHY WE'RE HERE. WE WILL CONTINUE OUR EFFORTS BY WORKING ALONGSIDE THEM AND ON THEIR BEHALF. THAT WAY, WE WILL GO FURTHER TOGETHER. »



**Éric Manseau,**  
RCCAQ executive  
director

# OUR MISSION

**To promote and defend** the socio-economic interests of RCCAQ members, including insurance firms and brokers.

## WHAT THE RCCAQ DOES FOR YOU

1.

**Supports and defends your interests in dealings with decision makers**

BILL 141

BILL 150

CONTINGENT COMMISSIONS

BANK ACT

2.

**Provides you with helpful tools for your day-to-day operations**

- [rccaq.com/abrokerisareassuringpresence](http://rccaq.com/abrokerisareassuringpresence), a website designed to promote your profession
- [findabroker.ca](http://findabroker.ca), a website that gives consumers access to the broker directory
- Exclusive survey on brokerage firm compensation
- Free advice
- Networking opportunities
- And many more helpful tools!

« BY GIVING US A VOICE, THE RCCAQ GIVES US THE MEANS TO HELP DEFINE THE BROKERAGE SECTOR.

AS BANNERS, WE KNOW THERE IS STRENGTH IN NUMBERS.

FOR US, THE RCCAQ PLAYS A KEY PART IN REPRESENTING OUR INTERESTS! »

**Bernard Laporte** –  
Intergroupe Assurances

**Louis Bois** –  
Courtiers Unis

**Lucie Decelles** –  
Assurancia

**Mario D'Avirro** –  
CourtiersNET

**Yannick Jetté** –  
Groupe Jetté





## INFORMING YOU

**Exclusives** information  
on industry issues.



[rccaq.com](http://rccaq.com)

## REPRESENTING YOU

Over the past 45 years, the RCCAQ has represented its members' interests in dealings with key industry actors with a view to ensuring the prosperity of brokerage firms.

Brokers at the reception capping off the 2017 edition of Parliament Hill Day in Quebec City, attended by various MNAs.

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## INSURING YOU

### RCCAQ ASSURANCE

#### Offering comprehensive coverage:

- Professional liability insurance for errors and omissions (E&O)
- Civil liability insurance for directors and officers (D&O)
- Group insurance
- Premium financing plan
- Legal assistance



## TRAINING YOU

### RCCAQ FORMATION

#### Custom-tailored training activities

- Preparatory courses for the AMF exams (Broker 101/102)
- Web-based training
- In-house training
- Consulting
- Needs analysis



## BRINGING YOU TOGETHER

Our events provide opportunities to connect with industry professionals



Éric Desjardins,  
winner of the  
New Broker of  
Distinction Award  
in 2017.

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## RECOGNIZING YOUR ACHIEVEMENTS

We seek to recognize the achievements of the next generation of brokers.



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**FUTURE!**

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## INFORMATION AND MEMBERSHIPS

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