



May 7, 2018

TO: ALL BROKERS

RE: SMI BROKER DONATION FUND

As we had advised last year, 2018 marks the end of the Centennial Charitable Donation Program and we had announced in February the 10 qualifying brokers based upon their 2017 results. SMI continues to believe it is important to give back to the communities that we do business in so we have developed a new Corporate Charitable Donation Policy with the philosophy of continuing to provide large meaningful donations to charities, funding educational scholarships and the beginning of SMI's new Broker Donation Fund.

To promote our business partnerships with our independent brokers in Alberta, Saskatchewan and Manitoba, SMI will donate \$5,000 to a charitable organization in each of the provinces we do business in. The focus of this new program is based on Broker submissions to support local Charities in your surrounding communities. The new Broker Donation Fund will not be tied to your company results as the previous program was. It involves you providing a submission on a charity of your choice that will benefit your community. The attached document outlines the criteria and guidelines of the Broker Donation Fund and will also be posted on our website.

We look forward to working with your office to help make this program a success. If you have any questions about this program, please contact your Marketing Rep or myself anytime.

Yours truly,

A handwritten signature in blue ink, appearing to read 'Sharon Cronin Roussel', is written over a light blue circular scribble.

Sharon Cronin Roussel, FCIP
Marketing Supervisor

Enclosure

CC: All SMI Marketing Reps