

COMPENSATION DISCLOSURE STATEMENT

InterWest Insurance Services does business with multiple competing insurance companies, enabling us to offer a variety of coverage choices and customize a plan to satisfy your specialized needs. We will endeavor to obtain quotes that meet the needs of your business and fit the preferences and options you have provided. Ultimately, coverage will be placed on your behalf, matching your selected options of insurance products, type and amount of coverage, deductibles and other material terms related to your insurance protection.

Our proposals are outlines of the coverages offered by our insurers based on the information provided by your company. The information is also based on the historical loss experience and exposures provided by you, and is not an actuarial study. The proposals do not include all terms, coverages, exclusions, limitations or conditions of the actual contract language. To fully understand the details of the coverages, terms and conditions, you need to review the policy contracts which will be provided at your request.

For the services we provide to our clients, InterWest receives usual and customary commissions or fees, and occasionally fees in addition to commissions, from the insurance companies providing the coverages. This commission percentage is set by the insuring company, not by us, and is included as part of the insurance premium you pay. Commissions do vary by company, but our advice to you will be based on what we think is suitable for the needs you have communicated to us and not on the amount of commissions we will receive.

We charge you nothing for the placement of your policies, as we are compensated for this service in the commission previously described. However, we may charge fees for other professional services you ask us to perform.

In placing, renewing, consulting on or servicing retail insurance policies, InterWest may participate in contingent commission agreements with select insurers that provide for additional compensation if underwriting, profitability, volume or retention goals are achieved over multiple years. It is usually impossible to know at the time of placement whether a specific policy will contribute to, or detract from, our potential eligibility for future additional compensation from the insurer.

In addition to commissions, fees and potential contingent compensation, InterWest may also receive investment income on funds temporarily held in our trust accounts, such as premiums or return premiums.

If you have questions regarding the compensation received by InterWest in relation to insurance placement, please contact your InterWest representative.