

IBMG Canada Inc. acquires Murtaugh Smith Financial

Successful Insurance Brokerage Acquisition Delivers Stewardship

(Toronto) September 1, 2011

IBMG Canada has acquired Murtaugh Smith Financial, a Toronto-area insurance and financial services firm, as founders John Murtaugh and Brien Smith retire after 28 years of ownership.

New owners are Normand Haas and David Des Roches: Normand launched IBMG Canada in 2006 after 16 years at Murtaugh Smith, and David transitions from partner at Murtaugh Smith.

IBMG is an Integrated Financial Services provider which offers clients integrated access to property and life products in one stop.

IBMG clients enjoy expanded access to products and services for home and small and medium business – including employee benefit programs, life and disability insurance, and wealth management and retirement planning.

IBMG CEO Normand Haas welcomes the Murtaugh Smith customer base to IBMG Canada:

“Our clients, whether individuals or businesses, benefit from having all their risk-management handled by a personalized, reliable steward. When you work with us, you will see that we take our broker responsibility very seriously – placing our customers with proven providers, tailoring only the best value for the dollar, and, should a claim arise, going to bat for them in every way.”

Existing Murtaugh Smith customers will notice IBMG’s signature service excellence. Haas explains, “We uphold old-fashioned values in customer service – the phone rings, we pick up. Our business is simple – service excellence above all, with our customers’ needs foremost.”

With this acquisition, IBMG is well-positioned for continued growth. “In this period of slow economic growth,” comments Normand, “exceeding expectations dependably drives business growth. Our strategy to support that growth is simply to deliver the greatest value in protecting assets, families and livelihoods.”

Contacts:

Normand G. Haas, CIP, President & CEO

David Des Roches, Vice-President

3219A Yonge Street Toronto, Ontario M4N 2L3

Toll-Free: 1 877 485-9841 Toronto: 416 485-9840

www.IBMG.ca

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