



James Lockhart, President, Group Lockhart Inc,  
Navacord, Broker Partner

### ***The Battle for Talent has begun!***

Recent studies show that total compensation is playing a growing role in attracting and retaining talented employees. In the Battle for Talent, you already have the human resource tools you need to win. We can show you how to make them work for your company. When aligned with your business strategy, a well-designed combination of benefits, compensation and retirement plans can be a powerful motivational tool spurring the growth of your people and your business. Group Lockhart is here to help you attract and retain talented employees as well as reduce turnover costs. We are ready and able to provide you with the group benefit programs you need to be a winner in the Battle for Talent.

### ***“Broker of Choice for the Employer of Choice”***

Establishing best practices for human resources can make your organization stand out to become an “Employer of Choice.” To attract, recruit and retain skilled workers for peak performance in your workplace you need to show employees that your compensation package is competitive. Group Lockhart is your “Broker of Choice” to act as your intermediary with Group Life and Health Insurance markets to manage your premium costs through plan design, periodic market reviews and skilled negotiations with underwriting insurers to manage your renewal costs. Your business requires a skilled advisor that understands the legal and legislative framework of benefit plans for Canadian employers, as well as the latest trends affecting Hoteliers.

### ***Branding your Benefit Strategy - Service Culture***

Service and service culture continues to define successful hotel brands for our Industry Plan sponsors. Employees provide the direct link to delivering your brand promises. Our world-class employee benefit services reinforce your service culture to sustain business objectives of our many clients who represent a multi-brand business strategy.

### ***Diversity Equity and Inclusion***

Our mission is to improve the well being of your hospitality workforce. We will foster a culture where everyone is enabled to achieve their full potential, a culture of diversity, equity, and inclusion (DEI) where we live our values every day in the way that we treat each other, our plan

members and the communities we serve. Group Lockhart is a proud sponsor of the GTHA Spirit Award for Lifetime Achievement which recognizes front line staff.

***It has been an exciting few weeks for us here at Group Lockhart and it is my pleasure to formally announce that we have partnered with Navacord*** – Canada’s fourth largest commercial insurance brokerage and a leader in risk management group benefit solutions. Navacord had sought out a strategic partnership with Group Lockhart as a Hospitality sector market leader in providing Group Life and Health & Retirement services to Hoteliers in Canada.

### ***Who is Navacord?***

Founded in 2014 and headquartered in Toronto, Ontario, Navacord is a leader in risk management services and one of Canada’s top four commercial and group insurance brokerages with more than \$2.5 billion in premiums and \$3 billion in assets under management. From commercial and personal insurance to surety, employee benefits, and retirement consulting, Navacord leverages national strength and a wealth of 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. As we continued our growth journey we were looking for opportunities where we could scale our business but also maintain the relationships we’ve developed with our strategic partners, The Greater Toronto Hotel Association, and of course, with you—*our clients*.

***Learn more about Navacord***

### ***Corporate Contacts***

James Lockhart  
Group Lockhart Inc.

Email: [jlockhart@grouplockhart.com](mailto:jlockhart@grouplockhart.com)

Tel: (519) 672-3890  
(800) 265-1224  
Cell: (519) 319-3195

[www.grouplockhart.com](http://www.grouplockhart.com)

