



## Message from Luc Bernard Chairman & CEO



In times of rapid change, it's important that we be nimble and respond quickly and effectively to developments as they arise while maintaining our commitment to the M3 broker network that seeks to serve our clients around the country.

Like all of you, we've been monitoring the evolving impact of the coronavirus (COVID19) in Canada.

I'd like to share what we have been doing to uphold that commitment to keep the organization's brokers aware of the steps we are taking from a business continuity standpoint to help you manage your business during this crisis. We want to be at the forefront in using technology to help you conduct your business in the safest way possible and help minimize the impact of this situation as much as possible.

### Business Continuity Solutions to Help Your Business:

**Free M3 Sign.** To promote a more hygienic experience (avoiding contact with microbial organisms such as bacteria and viruses) and to ensure that you can continue to conduct business safely, we have decided to make the M3 Sign e-signature solution FREE\* to all brokers across the organization for the upcoming month beginning immediately. To register please send your request to [esign@m3-tech.ca](mailto:esign@m3-tech.ca) using "Free Promotion" in the header and full name and the package type in the body.

**Free Zoom Video/Web Conferencing Access or Pro Plan Version:** To limit non-essential business travel, reduce exposure and promote physical separation of working groups whenever possible we reached out to Zoom and negotiated an exclusive deal for their Zoom Pro Plan version. We are encouraging brokers to take advantage of this M3 only deal for either the Free version or the Pro Plan version. The Pro Plan\*\* exclusive deal consists of a reduced monthly rate for our brokers should they choose to use it. To register please send your request to [zoom@m3-tech.ca](mailto:zoom@m3-tech.ca) using "Zoom Promotion" in the header and full name and the package type in the body.

**Safe Docs:** To make sure our approach is consistent with the best practices established by health authorities around the country (creating a safer environment by reducing the concentration risk associated with traveling to a greater physical separation of groups whenever possible) we continue to encourage our brokers to leverage our Safe Docs solution in BOSS

Your patience and understanding is greatly appreciated as we evolve our business to serve you. We're focused on the future and we're going to keep working hard to help your ability to provide optimal client service.

Thank you for your commitment to your clients and one another during this time of uncertainty. We are diligent in our efforts to keep you informed and taking the steps necessary to provide a safe working environment. Please know that each of you have the full support of our leadership team for doing what is necessary to take care of yourselves and your families.

Best Regards,

Luc Bernard  
President & CEO, M3 Group

\* Free for one month (maximum of 3 envelopes per submitted deals). If users exceed limit they will be charged the regular fee. Due to potential high volumes it may take new users 3-5 business days to enable their account. Current users of M3 Sign benefit automatically from this offer. They will not be charged for the envelopes used this month. If you are not currently an M3 Sign user, you will need to register by sending your request to [esign@m3-tech.ca](mailto:esign@m3-tech.ca) using "Free Promotion" in the header and full name and the package type in the body.

\*\* For a limited-time M3 will enjoy an exclusive special deal to enjoy unlimited use the Zoom's Pro Plan Video/Web Conferencing tool for \$12.99/month. The Pro Plan includes all basic features included in Zoom's Basic Plan plus no limitation on duration for group meetings up to 100 participants, a custom personal ID + 1 GB of MP4 or M4A cloud recording and much more. To register please send your request to [zoom@m3-tech.ca](mailto:zoom@m3-tech.ca) using "Zoom Promotion" in the header and full name and the package type in the body.