

# Reliance Asset Consulting Acquisition

Normac Acquires Insurance Appraisal Division  
Dan Jablonski Acquires Reserve Fund Study Division

Dear Valued Clients & Partners,

Thank you for your business and ongoing confidence.

We are very happy to announce that Reliance has been acquired by Normac as of June 16, 2021. Normac will be acquiring Reliance and its insurance appraisal portfolio; the reserve fund study portfolio will be taken over by Dan Jablonski and will continue to operate as Reliance Asset Consulting. The full press release can be [found here](#).

As loyal clients and partners, we remain committed to serving you and delivering the best reports in the industry. We understand that you may have some questions, so we compiled the Q&A below to offer you more information. If you have a question that you cannot find the answer to, please do not hesitate to email us at [communications@normac.ca](mailto:communications@normac.ca).

Thank you for your continued trust. Our entire team is dedicated to you and your appraisal needs. We look forward to our future with you as we continue to grow and serve you better.

## Client FAQs

### Who is Normac?

Normac is Canada's leading insurance appraisal firm with a company mission to provide clients peace of mind with professional replacement cost appraisals. Normac has a team of accredited insurance appraisal experts who specialize in this field of work. Normac has offices across Canada with regional teams that are focused on customer service excellence and accurate valuations.

### Who is Dan Jablonski?

Dan has been with Reliance for over 15 years and has run the majority of the reserve fund study business for the past seven years. Dan will continue to bring his desire for great customer satisfaction into his new ownership role and is looking forward to improving upon the foundation that has been laid. For proposals or questions regarding your reserve fund studies, please contact Dan at [dan@relianceconsulting.ca](mailto:dan@relianceconsulting.ca) or Cori West at [cori@relianceconsulting.ca](mailto:cori@relianceconsulting.ca).

## **What will Harold Weidman's role be?**

Harold Weidman is excited to continue in his capacity of providing quality reserve fund studies and some oversight of reporting enhancement and quality control for appraisals and reserve fund studies. As many of you will attest to, he has had a constant industry presence. He has been available to answer property managers, boards, and councils and responds quickly, tapping into his 48 years of insurance appraisal experience and 20 years of reserve fund study planning. Ongoing education for condominiums and strata corporations is also important to him. Harold will remain active as author and Chairman of the Certified Reserve Fund Planner Professional Standards Committee - Real Estate Institute of Canada and advise on the new Certified Reserve Planner education requirements

## **What does this mean for you, our clients?**

On a day-to-day basis, it is business as usual. Our operating hours remain the same and our customer service model stands. You will continue to work with the same people in our firm you have in the past, or you can reach out directly to the client services team standing by at Normac for your insurance appraisal and SIUD needs, or Cori at Reliance for your reserve fund study needs.

## **Will the Calgary office remain open?**

Yes, the Calgary office will remain open and happy to serve you.

## **How does this benefit me as a valued client and partner?**

Both Normac and Reliance have a shared commitment to high quality reports and continued customer service excellence. By joining forces, we will focus our attention and expertise on what is important – the customer and partner experience. We are also committed to supporting the property management industry in the communities we serve.

## **How will my appraisal reports change?**

In the near future, you will notice a change in the branding and visual layout of the report; however, the report content will remain the same. The specific information that you have come to rely on for the report will still be included and it will fully satisfy the needs of insurance brokers and underwriters. You and your broker will continue to receive your reports in the same efficient and timely manner you are accustomed to.

## **My appraisal is currently mid-cycle; will I receive all my update reports as expected?**

Yes, your appraisal programs remain intact. Clients and insurance brokers will continue to receive reports in advance of the program effective dates.

## **Will the appraisal proposal you gave me still be honoured?**

Yes, we will honour all valid Reliance appraisals proposals.

## **Will the Reliance RFS and Appraisal bundled savings program continue?**

Normac clients will continue to enjoy the same cost-saving benefits by bundling their programs together. Appraisal clients remain entitled to a fee reduction for reserve fund studies from Reliance Asset Consulting. All valid Reliance joint appraisal & RFS proposals will be honoured. For further information, please contact Cori at [cori@relianceconsulting.ca](mailto:cori@relianceconsulting.ca).

## **Who do I contact for future proposals and business-related queries?**

You may continue to contact your go-to Reliance representative. We also have a team of Normac client service experts waiting to assist you. Any questions can be directed to [info@normac.ca](mailto:info@normac.ca). We offer quick proposal turnaround times and a convenient Request A Quote Form [found here](#).

The combination of Normac and Reliance's depth of knowledge, industry experience, and dominant positions in our respective markets will only strengthen our ability to delivery best-in-class insurance appraisal reports and exceptional customer service.

**THANK YOU** for your continued loyalty. We appreciate your business, and we are proud to serve you, now and in the future.

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## Contact

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