

June 2018

Creditor and Travel Insurance - Canada

“The combination of an aging population, a boom in international travel and soaring health care costs are a confluence of factors that will strongly drive travel insurance sales in Canada.”

May 2018

Retirement Planning - Canada

“Women are less confident about their retirement finances so messaging centred on emotional connections to money will likely resonate with them and encourage them to be proactive about retirement planning.”

– **Sanjay Sharma, Senior Financial Services Analyst**

April 2018

The Insurance Purchase Decision - Canada

“As insurance distribution channels evolve, direct digital sales are bound to increase, resulting in more pressure on brokers to provide value-added advice and claims help.”