



June 8<sup>th</sup>, 2020

### **COVID-19 Update Regarding PIP Canada Salesforce**

We hope this message finds you, your families, and your communities all staying safe and healthy. We would like to reassure you that PIP Canada continues to hold the wellbeing of our valued employees and distribution partners with the upmost of importance. Our transition to working remote has proven to be effective and at this time we have no plans to re-open our offices.

That said, we are undergoing preparations that will enable our sales representatives to carefully and gradually resume visiting accounts starting June 8. These preparations are aligned with the most recent guidance provided by Health Canada, as well as local authorities, and we are prepared to adjust our approach as needed as these guidelines continue to evolve.

The key actions we are taking to prepare our sales team to re-enter the market include:

- Supplying all sales representatives with specialized PPE including a safety visor, respirator, eyewear and coated work gloves
- Training all sales representatives on the importance of following proper hand hygiene guidelines to limit the risk of spreading infection
- Encouraging all sales representatives to take advantage of the investments we have made in virtual tools and literature, including those found on our website
- Instructing sales representatives on how to conduct sales meetings via Microsoft Teams for accounts who prefer to conduct meetings and trainings virtually

I assure you we remain committed to doing the right thing for our employees, their families, our clients, and their customers, as we participate in this gradual reopening of our economy.

Sincerely,

*Claude Roberge*

Claude Roberge  
President  
PIP Canada

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