



I share this communication and letter of support for ESIX, it's people and the services they provide.

Our organization had operated since 1970 with limited claims including many years of no claims. In 2011, we faced a catastrophic insurance claim that had the potential to make us uninsurable and bankrupt our organization. The issue was of our own making as we had subrogated our risk management decisions to an insurance agency that had little experience with risk management.

Upon a comprehensive review, with a priority focus on gold standard risk management expertise, we selected ESIX in 2013 as our risk management and insurance broker. In-patient speak, ESIX was able to diagnose and prioritize our risk management exposure points. They developed a plan and shared best practices from comparable organizations so we could implement a comprehensive risk management program that would allow us to continue growing by offering programs and services. ESIX, demonstrating its commitment to partnership, also insisted we meet with the insurance carrier they placed us so that a meaningful relationship could be developed.

I know that the selection of a risk management and insurance broker is a time-consuming and challenging exercise. I also know that many insurance brokers who claim to have risk management experience are more interested in placing business and generating commissions. The reality is the true value to an organization comes from having a partner who is first and foremost an expert in risk management, and then can make sound business decisions for purchasing insurance. ESIX has both of these qualities in spades.

If I can be of any assistance in the review process, please don't hesitate to phone call.

Respectfully submitted,

U.S. Masters Swimming