



COMPANY OVERVIEW

AS OF JANUARY 2012



**CONTINUED DEVELOPMENT
OF A VALUE ADDED FACILITY THAT
PROVIDES EXECUTIVE LINE
EXPERTISE AND CATERS TO THE
INSURANCE NEEDS OF
AGENTS/BROKERS AND THEIR
INSUREDS/CLIENTS**

World-Class Team



The Blais team:

- We are focused
- We have experienced people (Reference Tenure Chart)
- We have market relationships
- We have not hesitated to make investments to improve our staff, company and service
- We are dedicated to the Executive Line coverages
- We are transparent
- We are independent

Executive Line Coverage Expertise



The Blais team are experts in all Executive Line coverage's which are defined as:

- Directors and Officers Liability (D&O)
- Fiduciary Liability (Pension Trust Coverage)
- Fidelity (Including Broad form Crime Coverage)
- Employment Practices Liability (EPL)
- Professional Liability (Errors and Omissions -E&O)
- Kidnap & Ransom (K&R)



- ◆ Leverage staff expertise and market relationships
- ◆ Develop programs based on four criteria:
 - Design first-of-a-kind solutions
 - Focus on cost, capacity, continuity and coverage
 - Secure short and long term solutions
 - Develop value added services
- ◆ Always think outside the box in the design, placement and management of accounts

The Advantage



- ◆ Workhorse facility for agents/brokers and their insureds/clients
 - Dedicated and focused “Executive Line” facility
 - Production, marketing and service driven
 - Recognized as a leading expert facility in the industry

- ◆ Value added benefits to the insurance transaction
 - Always focus on the four critical issues in an insurance transaction – Cost, Capacity, Continuity and Coverage
 - Provide agents/brokers and their insureds/clients the best Executive Line insurance program available in the marketplace
 - Provide post placement service and expertise second to none

Summary



- ◆ Breadth in customers, products and markets
- ◆ World-class Executive Line team
- ◆ Growing functionality and expanding our footprint
- ◆ Independent
- ◆ Flexible
- ◆ Transparent

Summary



- ◆ With addition of trainees our opportunities and footprint will triple.
- ◆ Our Educational Service Division has developed manuals for D&O, E&O, Fiduciary, EPLI and Crime that will provide agents/brokers CE credits and expand our footprint.
- ◆ The Blais staff is the most experienced, seasoned and tenured wholesale grouping west of New York.
- ◆ As a strategic partner of the independent agent/broker – When Blais is engaged, that agent/broker and Blais is second to no one agent/broker and/or alphabet facility.

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