

Selzer-Ornst, Inc.
6222 West State Street
Milwaukee, WI 53213

Matt:

Thank you for inviting R&R Insurance to provide Selzer-Ornst Construction Company a proposal to provide advisory and brokerage services. We believe that R&R can deliver a unique combination of resources, experiences and knowledge of the Construction Industry.

We have heavily invested in our Construction & Bonding Division at R&R Insurance. Our team of "Knowledge Brokers", along with our service capabilities, has had a significant impact on the Construction Clients we work with.

R&R Insurance brings:

- ✓ **Longstanding relationships with carrier partners who understand construction risk.** Coordinated by your team leader, Jamie Vanderveldt, who specializes in the Construction Industry with over 18 years of experience. This combination of Market Knowledge and Construction Specialization allows us to provide customized services to maximize your premium value.
- ✓ **Independent Insurance Agency.** As an independent agency and a non-publicly traded insurance broker, we are not financially strapped to Wall Street and our overall corporate results do not impact our commitment to you. This allows us to provide additional high level services on accounts brokers cannot.
- ✓ **Professional Services** who work cohesively with you team to improve safety and risk management resources in a collaborative manner. Our data resources enable Selzer-Ornst to make informed, evidence-based decisions.
- ✓ **A Strategic Plan:** as a strategic partner to Selzer-Ornst, we will work with you to:
 - Maximize your premium dollars.
 - Inform you of your risks to allow better informed decision processes.
 - Manage claim processes by coordinating with you and the carrier to deliver effective claims results.
 - Become part of your Safety Team.
 - Training, Site Visits, Procedural Formalization, Resources & More.
 - Further planning is customized for each client.

We appreciate you taking the time to consider R&R Insurance as an extension of your Risk Management Team.

Sincerely,



Jamie Vanderveldt, AAI
R&R Insurance Services, Inc.
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