



Thanks to you and your staff on another great meeting. It is always a pleasure to work with you and your team of experts.

Sports and entertainment is a complex industry with constantly evolving challenges. The ESIX team is always considering those challenges in determining the needs of the client, together with the exposures they might represent to financial loss. When we work on an account with your team, we have an immediate comfort level that you are not only considering the insurance needs of the client, but you are also considering ways to identify exposures to loss and how to prevent them from occurring. As you so appropriately point out, insurance only covers a portion of the financial impact from an injury to a spectator or a participant. Those types of losses can impact the brand of an organization and create a serious impact on revenue. The risk management approach you take with your clients presents a significantly greater value than just the placing of insurance. It also allows for the development of a longer term, strategic relationship with the carrier.

We are very pleased to work with the ESIX team and look forward to continued growth together.

Best Regards,

Specialty Insurance Group