



R & R INSURANCE LTD.

General Insurance

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To whom it may concern:

When we started thinking about marketing our insurance brokerage we were not really sure where to start. The office had received yearly information from Santiago Consulting in the past and had just filed them away for future reference. With that first call to speak with Mike about our desires to plan for the sale of our office we were put at ease. After that first call and meeting with Mike it became very evident that he was the right guy for the job.

We would like to thank Mike for his exceptional assistance he provided in the sale of our brokerage. Mike has a very extensive knowledge base in the insurance industry and his methodical approach to the overall marketing process made it pretty seamless to us.

From the start of the engagement with Mike we felt he had our best intentions in mind and this continued through the process with his dedication to one deal at a time and being available when needed and open to explain details of the process as needed to all our partners with varied knowledge levels. We feel that he knew the right approach to take with potential buyers as well as knowing who our office would fit with and who would likely pass on the opportunity.

We would highly recommend Mike for any Insurance brokerage marketing services.

Keith Dechant
President