

July 15, 2023

In latter part of 2022, I was approached to sell my brokerage. After giving the offer considerable thought, I concluded that it might be the right time to sell but the demands of the process looked overwhelming. I knew that, if left up to me, the sale would never happen as I was too hands-on and far too busy working in the business of insurance and registry. In order to make the sale happen, I decided that I would need someone 'in my corner' working on my behalf who had a thorough understanding and knowledge of the insurance brokerage business as well as experience with mergers and acquisitions. Mike Santiago proved to be that someone.

I approached Mike with the idea of representing me after I had already signed an LOI. It was the best decision and I never looked back. Mike brought years of knowledge and experience to the process. He proved to be highly skilled and professional. He was focused and committed to the process. Mike's in-depth knowledge of insurance, accounting, and familiarity with my brokerage's BMS system proved to be invaluable assets.

Mike Santiago, above all, is a person of integrity who takes genuine interest in his clients. I consider myself to be very fortunate to have had the opportunity to work with someone of his caliber.

Best Regards

&tacha Sikora, B.A. ₩.A.

Former Owner and President