

## BRAMAN MANAGEMENT ASSOCIATION

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### TO WHOM IT MAY CONCERN:

Let me tell you why you should work with Rachel Sapoznik and Sapoznik Insurance in providing health and welfare benefits to your employees.

From the get-go, Rachel will bring to your table proposals that will meet your company's uniqueness. Those proposals will be the most cost-effective in the market. This is because the major carriers value the book of business she is able to bring to each of them; and, because of this, she can influence their business decisions. Further, she will handle your enrollments and follow-up meetings, provide ongoing information about cost containment and preventive care. And, she will monitor claims during the plan year to point out areas where improvements can be made so that renewal costs can be controlled.

Most important of all, her staff of close to fifty employees will be at the beck and call of your firm's employees on billing, setting appointments, resolving problems, whatever! This staff of employees is experienced in claims, administration, employee matters, and has over all insurance know-how. The marketing director will coordinate health fairs and will provide informational posters and memos for payroll staffers – all designed to keep employees healthy and costs down. In all my years in this area of business, I have never experienced anything quite like this customer-friendly service!

As the Human Resources Director for a large multi-location dealership group, I can readily say that the quality of Rachel's work and the service she and her staff provide are top-notch. I recommend her for your consideration; and, I'll bet that, if you enlist her services, you'll be as pleased as I and our management team have been for the five years we've worked together.

Please feel free to contact me if you need any further information.

Sincerely,



Linda Brickman  
Human Resources Director