



UnitedHealthcare
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Southern California is one of the most competitive markets in the country; and as a result I have worked with hundreds of employee benefits brokers throughout my 18 year tenure. Some are good, most are average. Some of the comments I have heard most often are "their broker was there at the beginning to get the business but was rarely there to service them when it really mattered. Then five years ago I had the pleasure of meeting UBC and his team over at UBC, they were fresh they were different. Their agency actually dedicated themselves to knowing their markets, and applying common sense business strategies that are not so common among an again broker industry. Too many times broker relied on what they knew where UBC and this team were constantly pressing me to keep them current on what my company could and could not offer. They were a rare breed in this often sterile myopic industry that usually focused only on a price and a benefit. The real test would come later and from a company executive perspective UBC agency was very demanding us. It was made clear from the start that there was a level of service that they demanded to give to their clients and it would be incumbent upon me to deliver. They were always fair but their attention to detail and things that mattered were always expected to be delivered quickly and concisely. It has been a privilege to work with such a class A organization in an industry that to often looks for short-cuts and lets the phone go to voicemail. You can be confident in your choice of their agency as your broker to be served on a level that you many not have experienced before.

A handwritten signature in black ink that reads "Bill Brinegar". The signature is written in a cursive, flowing style with a large initial "B".

Bill Brinegar
Senior Account Executive
United Healthcare