

Peninsula Paving inc.

April 21, 2020

Beskin-Divers Insurance Group, Inc.
300 Southport Circle
Virginia Beach, VA 23452

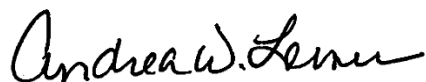
To whom it may concern:

I wanted to reach out to let you know that we have been extremely satisfied with the level of customer service that Julie Tupper has provided Peninsula Paving, Inc. She got our business by cold calling me prior to our renewal to see if we would give her a shot. Since taking over our health insurance accounts last May, Julie continues to go above and beyond. She makes insurance easy to understand and has been creative in finding new ways to hold down costs, which have done nothing but escalate since we started our business. And she is always an absolute delight.

We go to work early in the morning around here and Julie has come over several times to meet with our employees at 7:00 a.m. to go over new information and answer any questions they may have. She also brings bagels or donuts which always scores points!

In this day and age, it is rare that you come across someone who is truly willing to go the extra mile for customers. It is nice to know that people like her still exist. If you ever need a reference for a potential client, please feel free to give them my name and number.

Sincerely,



Andrea W. Lerner
President
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