

Black Angus Restaurant

August 24, 2018

Rick,

I wanted to take a moment to convey to you and any of your potential customers the value that you and the people in your company bring to the insurance you provide.

In 2016 we sustained damage to the building we operate in and a confluence of events turned a relatively simple repair into a nightmare. An anticipated 90 days to structurally repair the building turned into an 18 month debacle that had it not been for the proper insurance, I would have been out of business and possibly bankrupt.

There are hundreds of similar policies and an equal number of brokers and sources for those policies. The difference was clearly demonstrated during those 18 months when you and the fine people you have working with you fought tirelessly on my behalf.

Everyone at Beskin-Divers was engaged, doing the work of forensic accounting, consultation, coordinating and fighting on my behalf with resistant adjustors to negotiate and get the true value of damages allowable under the policy. You personally participated in countless email exchanges, conference calls and correspondence to continually push for payments for covered losses. Further, when a denied aspect of the claim seemed uncontestable, you managed to pull from an overlooked portion of a rider policy that was dutifully attached at the time of renewal, to find the coverage to fully compensate expenses.

As I said, you can buy insurance from just about anyone. The value here is in the uncompromising service you get in the competitively priced products you offer. Service I have not seen or heard of from any other broker.

There are very few aspects of running a business where you can 'rest assured'; however, after this experience, I am extremely confident resting assured that the insurance and the people at your firm have me covered.

Rick, if there is anything I can ever do to better convey the incredible performance of your company to anyone concerned, please let me know.

Thank you,

Christopher M. Savvides
President

Serving Tidewater for 65 Years

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