

CAPABILITIES



February 9, 2010



Established in 1988, Leslie Saunders is the only certified woman owned insurance, benefits and training company in the US.

Insurance: We provide a range of insurance products for corporate and public entities.

- Auto, Fleet, Liability & Physical Damage
- Cargo
- Accident, Personal Property & Effects

Benefits: We help employers navigate the changing healthcare environment.

- Affordable Health Care Solutions for the uninsured or underinsured
- 20+ years of insurance company underwriting expertise
- We represent many of the top, A-rated insurance companies in the voluntary marketplace

Training: We develop and deploy classroom and web-based training to satisfy a variety of business needs.

- Point-of-Sale, Customer Satisfaction and Service training
- Personal & Professional Development

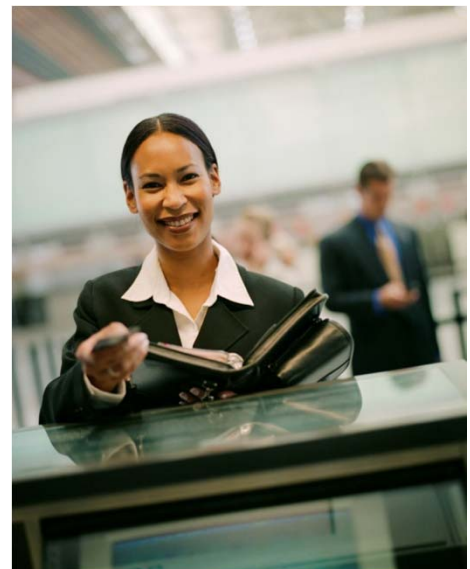
Marketing: As your partner, we create a portfolio of product offerings to appeal to your customer demographics and interests.

- Specialty products: Travel Insurance, Trip Cancellation Insurance, Pet Insurance
- Incentive Purchase Programs

WBENC & ACDBE Certified:

Certified in Unified Certification Programs

- *All 50 states, 240 airports*
- *Nationally by the Women's Business Enterprise National Council*
- *All offerings help companies achieve Tier I and Tier II Supplier Diversity goals.*
- *Complies with DOT DBE 49 CFR 23 & 26 requirements*





Recent Projects:

Port Authority of Tampa

Property and Casualty with Hugh Wood Insurance. Selected as part of the Broker Team to improve the coverage and save money for the Port. We added additional coverage for loss of income, improved policy language and saved the Port over \$100,000 in premiums.

Marketing expertise and carrier relationships were an important part of the process. Selected over five national brokers.

Avis Budget Group

Work with risk management to provide insurance products for car rental. Responsible for products filed and compliant in all jurisdictions. Selection of carriers, monitor compliance and work with Risk Management to lower costs and deliver quality. Training of all Rental agents in 200 airports and other transportation hubs including Union Station, DC, Penn Station, and Grand Central Station, NY.

Revenue has grown by 20% per year, while insurance costs have remained level.

Metropolitan Washington Airports

Provided all Property and Casualty Insurance and Employee Benefits for large restaurant operator in MWAA .

Provided Bonds, Worker's Compensation, Property and Liability for \$90MM company in over 15 airports, with 50 locations in selected markets, reviewed coverage and premiums for this high growth company until its sale to an international conglomerate.

Provided all enrollment services for employee benefits. Monitored COBRA compliance. Currently provide Employee Benefits for Building Services contractor in Dulles. Work with labor unions and full- and part-time employees. Responsible for compliance with Healthcare Reform.

Miami International Airport

Provide Insurance management/compliance at the North Terminal construction . All sub-contractors participate in the Owner Controlled Insurance Program .

Saved the owner \$3,000,000 in premiums and has improved safety on the construction project. We are in our eighth year on this project.



Our Commitment:

We commit to ongoing regular communication.

We are responsive to your needs and inquiries.

You always receive personal attention.

Contact:

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