

«PRINCPL» «Salutation» «First_Name» «Last_Name»
«Brokerage_Name»
«Address»
«City» «Prov» «Postal_Code»

Date May 2013

RE: **Q1 2013 Zurich Select Broker Business Insight Package**

Dear «First_Name»,

I am pleased to enclose your *Zurich Select Broker* business insight package, which outlines your brokerage's performance with Zurich so far this year.

Reports enclosed are the **Broker Experience Report**, providing a five-year picture of earned loss ratio by business line; and the **Broker Claims Report**, a list of all claims with incurred losses over \$50,000 in this year. You are able to view these reports online at your convenience by registering on our secure broker website. For assistance with registration and report access, please contact your Business Development Leader or broker.assist@zurich.com

Statistics in your reports include:

- «GWP_Percentage_Merge» «INCDEC_GWP» in GWP with Zurich
- «NB_Percentage_Merge» «INCDEC_NB» in New Business written with Zurich

With 2013 well underway, it is shaping up to be another exciting year at Zurich. Based on your feedback and the success of our first national *Select Broker Forum* two years ago, we're hosting the event again June 2-4 in Las Vegas. I know I speak for our senior leadership team when I say we're looking forward to working with you to devise fruitful strategies for the future.

We are committed to working with you to retain valued customers and attract profitable new business in our target market segments. Thank you for your ongoing contributions to our mutual success.

Sincerely,



Bob Fellows
Senior Vice President,
Distribution & Regional Management

cc: «BDL», Business Development Leader
«Executive_Sponsor», Executive Sponsor

Zurich

400 University Avenue,
25th Floor
Toronto, Ontario
M5G 1S7

Phone 1-888-301-6686
www.zurichcanada.com