



Connell Insurance, Inc.
Attn: Ms. Devra Gower
P.O. Box 1840
Branson, MO 65615-1840

Dear Ms. Gower,

I am writing this letter as a reference to be provided to other entities that are considering Connell Insurance, Inc. as a potential health insurance group benefit agent for their organization.

During the recent group health insurance bidding cycle, the City of Hollister reviewed the qualifications of several highly capable, regional insurance companies. We were looking for key factors that would help determine an agency to provide the future oriented partner who will assist our city in maximizing its total benefit package, with an eye toward realistic affordability. As an additional challenge our City was facing budget reductions that would inevitably result in adjustments to our group health, dental and vision policies, some of the largest personnel cost in our budget.

Connell Insurance was selected as that partner and immediately went to work as a member of the team; researching options, conducting employee interviews and providing needed decision support documentation. In short, the City of Hollister is pleased with our relationship with Connell and would recommend them to others looking for a dynamic partner in the group benefit business.

Respectfully,


Rick Ziegenfuss
City Administrator