

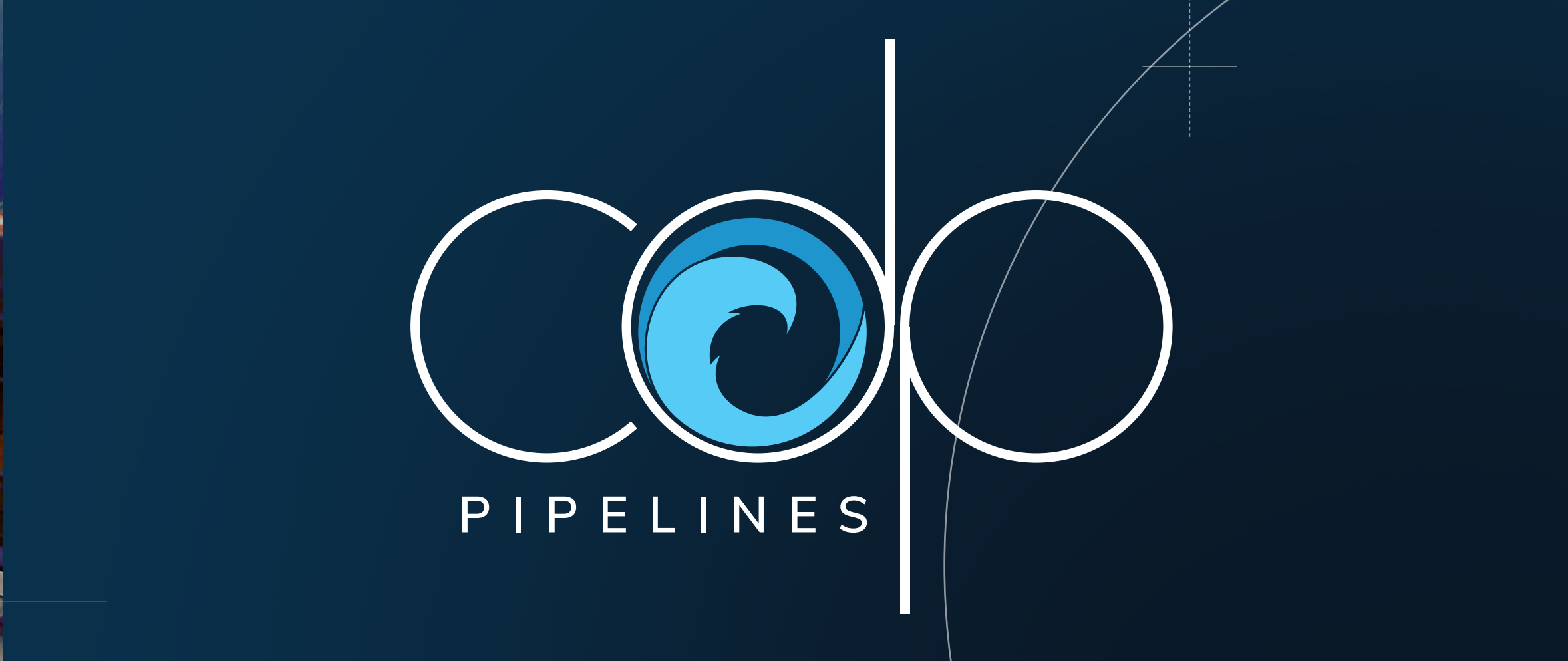
12cm

2m

36cm

9cm

16cm



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# McGriff, Seibels and Williams Overview



# McGriff, Seibels and Williams Overview

As one of the most progressive insurance brokerage firms in the United States, McGriff, Seibels & Williams leads the way with innovative programs to protect our clients' financial interests.

Our experienced professionals work with some of the world's largest corporations to design state-of-the-art solutions for a full range of needs "...from property and casualty exposures...to employee benefits, life and pension plans...to financial services and surety products...to specialty insurance programs."

Our philosophy of personal service and attention to individual needs puts the client at the top of our organizational chart. We work to make each relationship a long-term partnership that continues to grow in value.

2m

36cm

16cm

# Our Areas of Expertise

COMMERICAL INSURANCE

CONSTRUCTION RISK

EMPLOYEE BENEFITS

FINANCIAL SERVICES DIVISION

RECREATIONAL MARINE

ENERGY & MARINE

SURETY



**51**

YEARS ESTABLISHED



AWARD WINNING TEAM

2m

36cm

# Our Services

ACTUARIAL SERVICES

ALTERNATIVE RISK FINANCING

CAPTIVE FEASIBILITY, IMPLEMENTATION  
& MANAGEMENT

CLAIMS MANAGEMENT

INTELLECTUAL PROPERTY

INTERNATIONAL OPERATIONS

LOSS PREVENTION

16cm





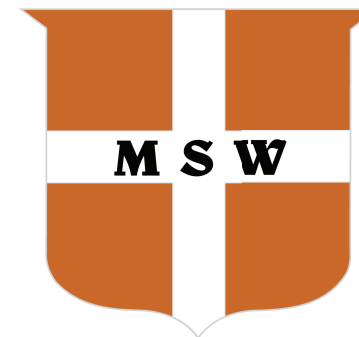
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# Account Service Team

# Our Talented Team Of Experts

Over **51 Years** of Combined Experience.



McGRIFF, SEIBELS & WILLIAMS, INC.

## Account Management



**Wade Williams**  
Senior Account Manger



**Julie Smith**  
Account Manager

## Marketing Account Executives



**Eric Fleming**  
Senior Marketing  
Account Executive



**Jamie Rogers**  
Marketing Account  
Executive



**Keith Purvis**  
Marketing Account  
Executive

## Claims Service



**Karen Collins**  
Claims Manager



**Shane Anderson**  
Claims Service Provider

## Specialty Resources



**George Davis**  
Analytics Specialist



**Mark Bishop**  
Loss Control /  
Engineering

2m

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2m

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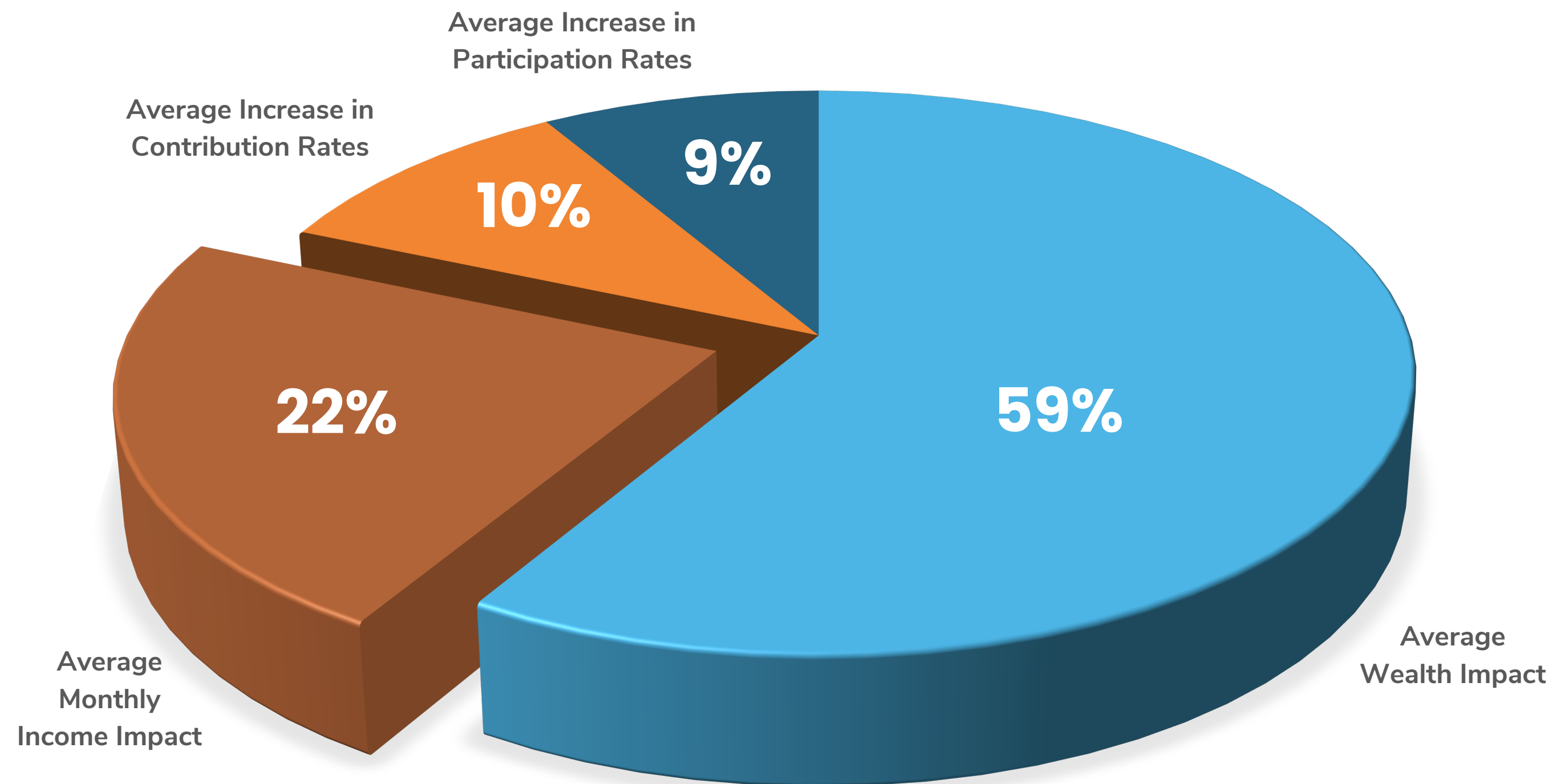


# Market Update

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# Pie Chart Analysis





# Selecting McGriff Seibels & Williams



## ADMINISTRATION & COMPLIANCE

- Proprietary record keeping
- Ability to manage legacy assets
- VALIC compliance expertise



## INVESTMENTS

- Open architecture
- Managed account platform
- Fee equalization



## TRANSITION

- Dedicated, experienced team
- Proven process
- Engaging all employees



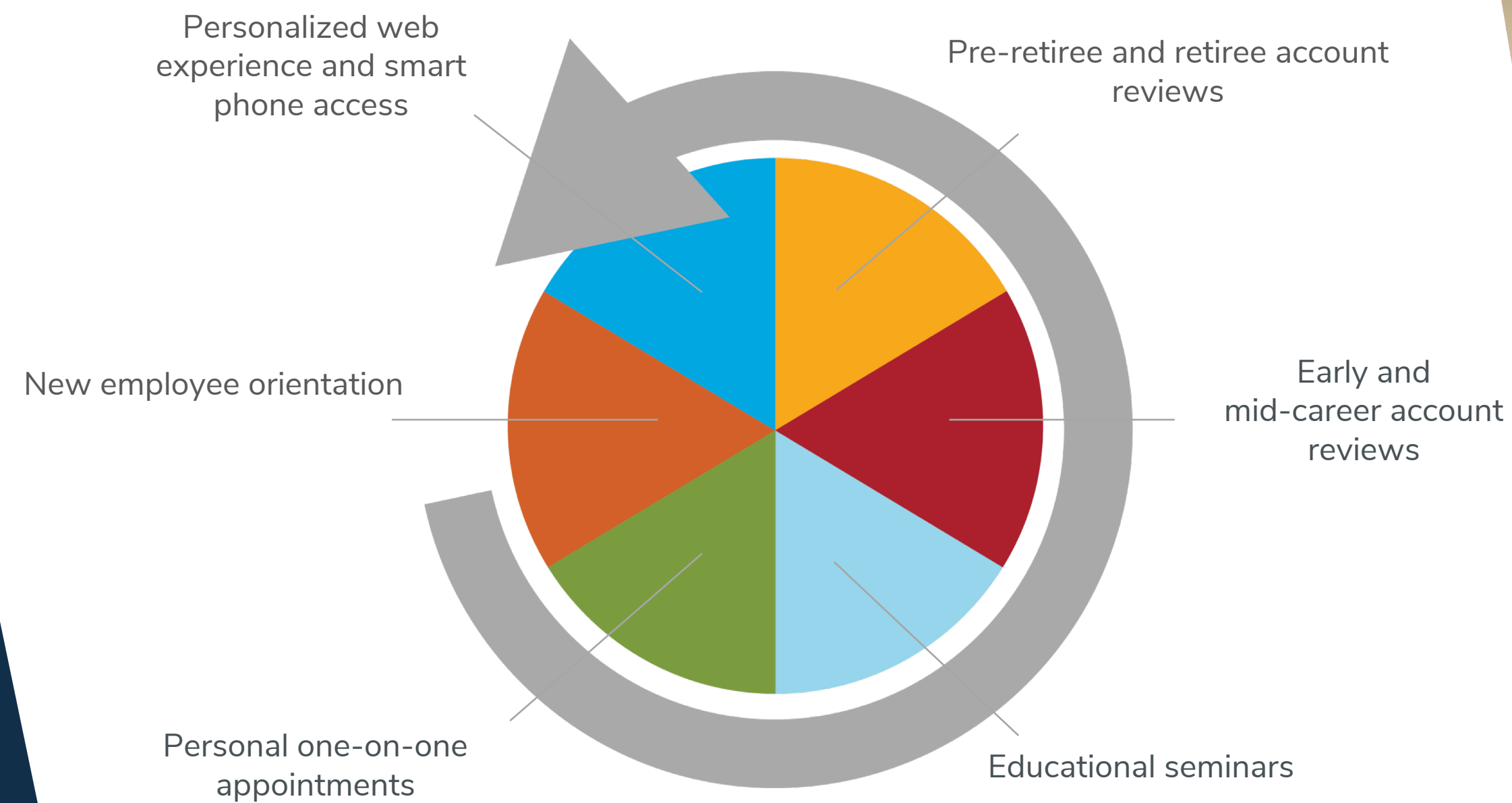
## PARTICIPANT EXPERIENCE

- Proactive outreach
- State-of-the-art digital experience
- Local advisors

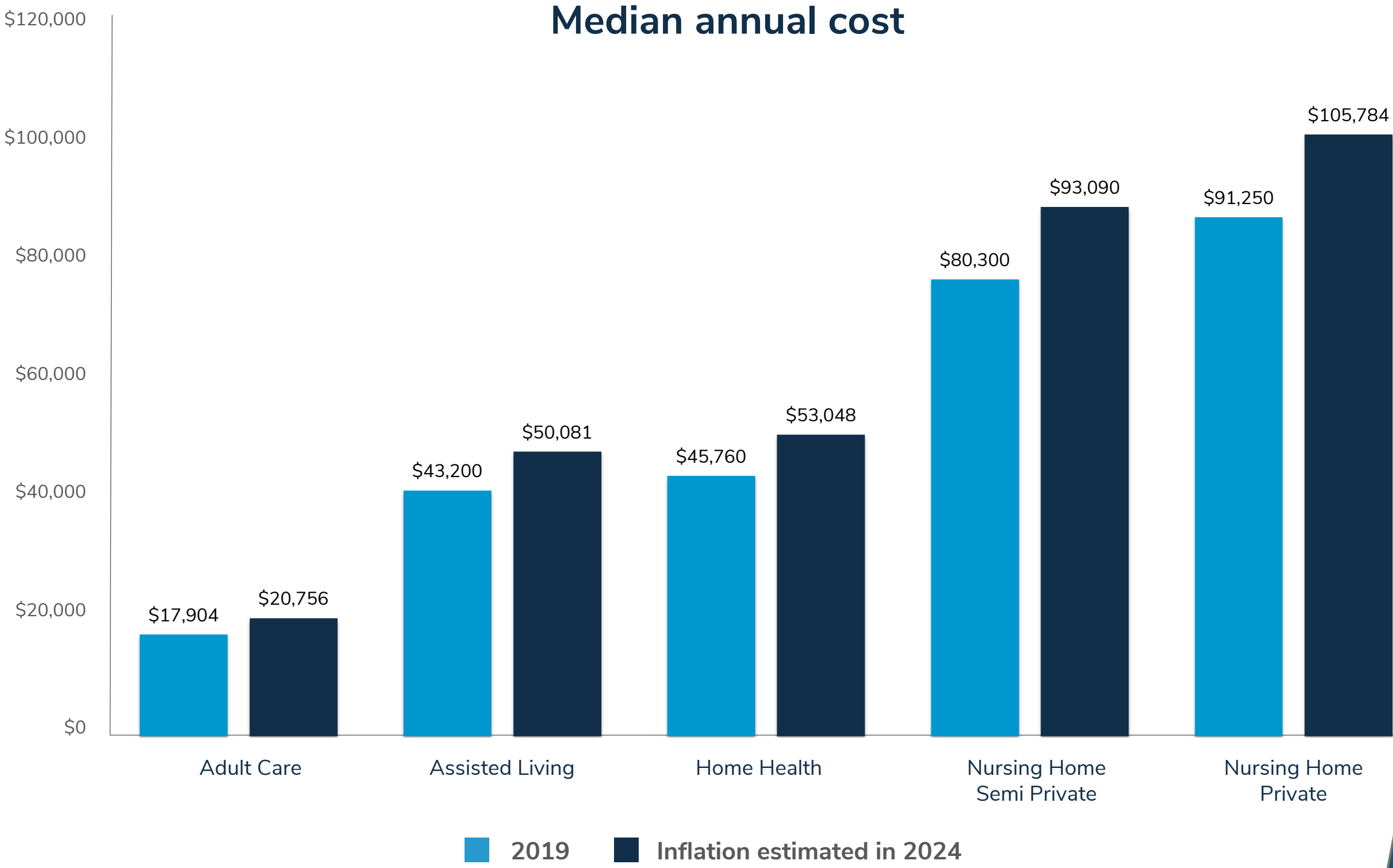
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# A well-rounded approach for your employee and retirees



# The cost of long-term care



This chart shows the median annual cost for long-term care across the United States in 2019 at different centers of care and the five-year average annual cost at an assumed 3% inflation rate.

# Longevity Insurance

Strategy to help ensure you never outlive your retirement

Annuity	
Features	Considerations
100% contractually guaranteed income for life	How long are you likely to live? Will your savings last that long?
Earnings grow tax deferred	Timing; purchased long before needed
Access to funds	Intended for later use; limited or no immediate access to funds
Optional riders	Cost of fees and optional riders (e.g., death benefit, cost-of-living adjustment)
Average cost	Varies by age, insurer, product, etc.

Guarantees are backed by the issuing insurance company's claims-paying ability.  
Sources: *How to Select and Shop for an Annuity*. [wsj.com](https://www.wsj.com). Retrieved January 2019.

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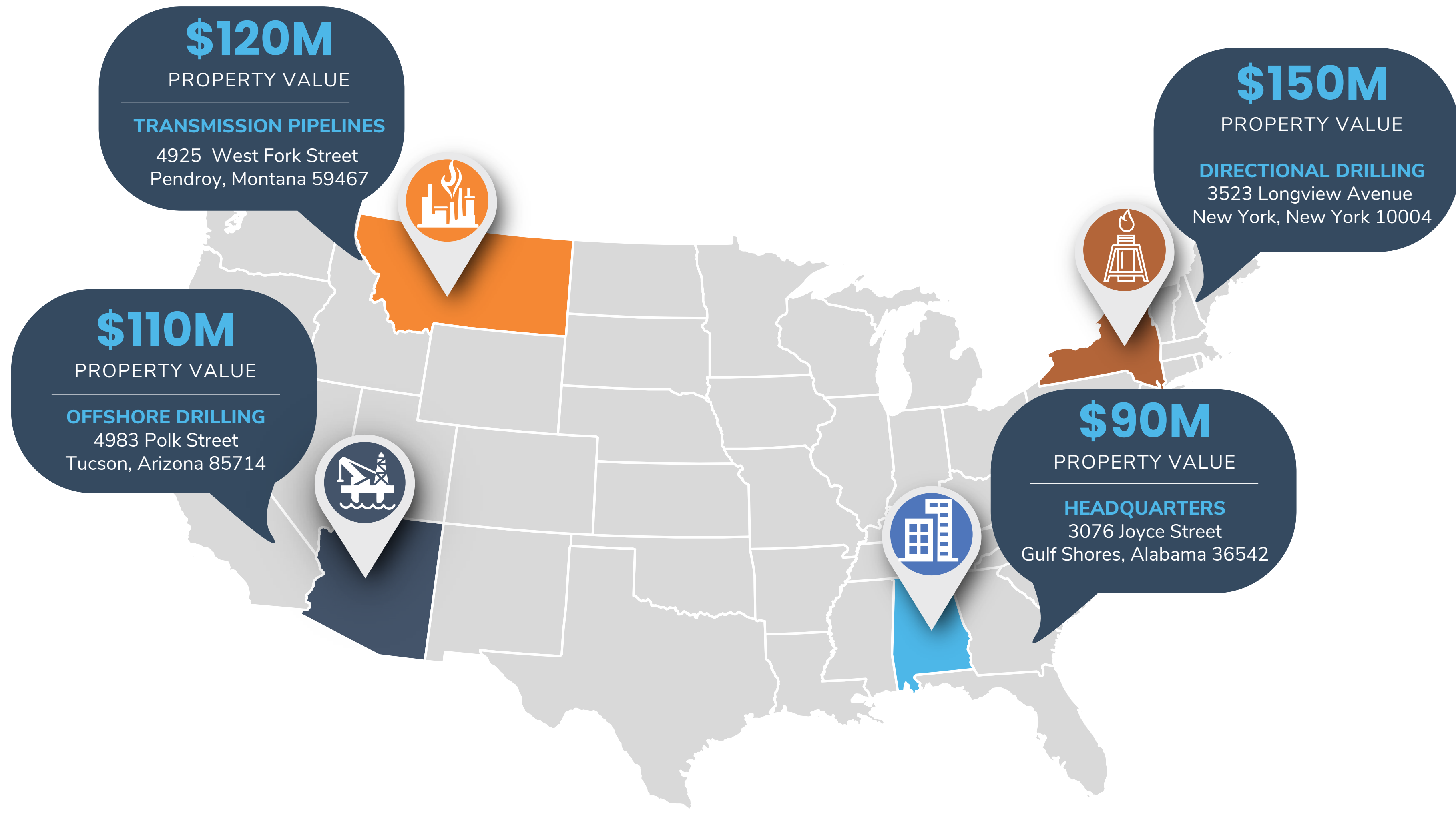
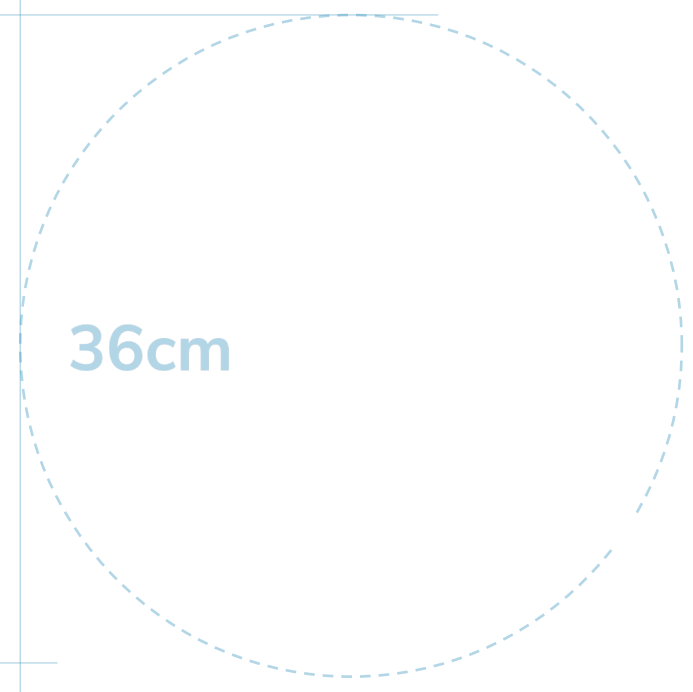
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# Property Schedule

# CDP Locations

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# Timeline



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VC 98562 (04/2019) J68371 EE



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# Thank You!



PIPELINES



McGRIFF, SEIBELS & WILLIAMS, INC.