

SOCIUS INSURANCE SERVICES

LATIN FOR PARTNERSHIP

YOUR SUCCESS IS OUR SUCCESS



ABOUT SOCIUS

- ❑ Founded in 1997
- ❑ Nationwide leader placing in excess of \$200,000,000 in premium volume
- ❑ Working in partnership with select agencies to find solutions for their clients' specialty lines insurance needs
- ❑ Access both Admitted and Non-Admitted markets
- ❑ Our mission is to “Make you look good!!!”

OUR MOTTO

**“Place business where it belongs and
the rest will take care of itself.”**

CORE VALUES

1. Do what's in the insured's best interest.
2. Make the Retail Broker look good.
3. Get to know your customer.
4. Play nice in the sandbox.
5. Answer the Phone & Have Fun!



> YOUR SUCCESS IS OUR SUCCESS



Do what's in
the insured's
best interest.



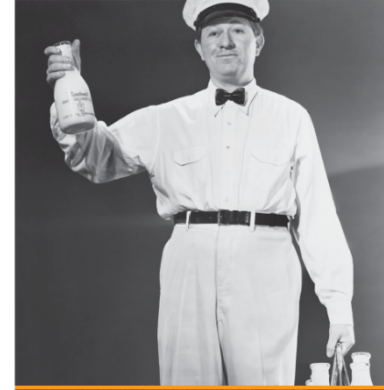
> YOUR SUCCESS IS OUR SUCCESS



Make your retail
broker look good.



> YOUR SUCCESS IS OUR SUCCESS



Get to know
your customer.



> YOUR SUCCESS IS OUR SUCCESS



Play nice in
the sandbox.

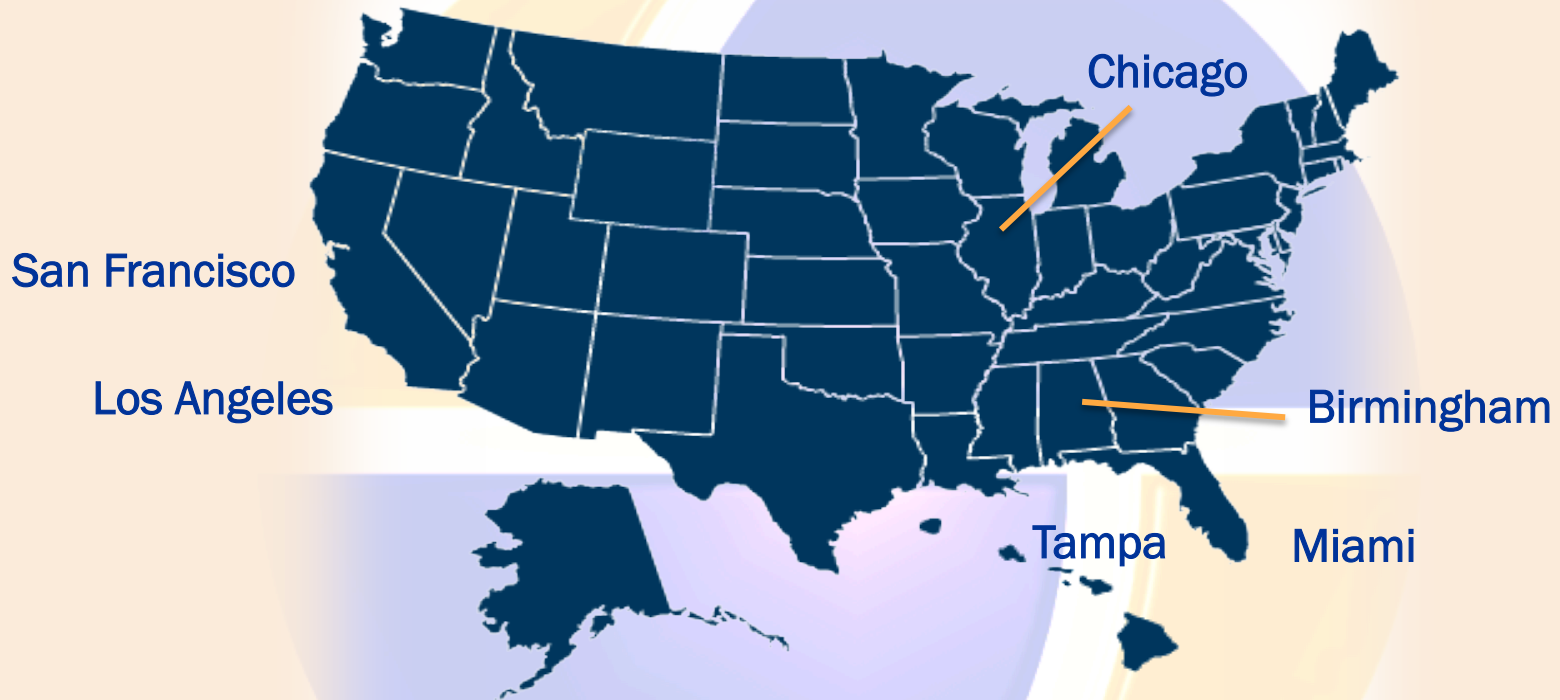


> YOUR SUCCESS IS OUR SUCCESS



Answer the phone
& Have fun!

OUR LOCATIONS



PATRICK HANLEY

Patrick Hanley: phanley@sociusinsurance.com

- Co-Founder/President
- 25 years of Insurance Experience
 - (Underwriting and Brokerage)
- Specialize in the following coverages:
 - Directors & Officers Liability
 - Employment Practices Liability
 - Professional Liability
- Serve(s) on numerous industry boards, including:
 - Executive Committee of the California Surplus Lines Association (Currently serving as Past Chairman)
 - PLUS Foundation
 - California Agents & Brokers Advisory Committee
- Regular Speaker at Industry Events/Continuing Education Seminars



PAUL LEFCOURT

Paul Lefcourt: plefcourt@sociusinsurance.com

- Co-Founder/Senior Vice President/Management Liability Practice Leader
 - 22 Years of Insurance Experience (Underwriting and Brokerage)
- Specialize in the following coverages:
 - Directors & Officers Liability
 - Employment Practices Liability
 - Professional Liability
 - Cyber/Internet Liability
- Regular Speaker at Industry Events
- Continuing Education Presenter



CYNTHIA ZIMMERMAN

Cynthia Zimmerman: czimmerman@sociusinsurance.com

- Vice President – Management & Professional Liability Broker
- Registered Professional Liability Underwriter (RPLU) since 1996
- 29 Years of Insurance Experience
- Specialize in the following coverages:
 - Directors & Officers Liability
 - Employment Practices Liability
 - Fiduciary
 - Crime
 - Professional Liability / E&O/ Medical Malpractice
 - Cyber/Internet Liability
- Regular Speaker at Industry Events
- Continuing Education Presenter



SOCIUS INSURANCE SERVICES, INC.

Management Liability

Cynthia Zimmerman's Team

Cynthia A. Zimmerman, RPLU

Management Liability
Vice President - Broker
(786) 235-8950
czimmerman@sociusinsurance.com

David Guillerme

Associate Broker
(786) 235-8930
dguillerme@sociusinsurance.com

Barrie Starr

Associate Broker
(786) 235-8923
bstarr@sociusinsurance.com

Michelle Huebener

Production Assistant
(786) 235-8952
mhuebener@sociusinsurance.com

TESTIMONIALS

CYNTHIA ZIMMERMAN

J. Hayes Worley Jr. of InSource, Inc.

January 14, 2013

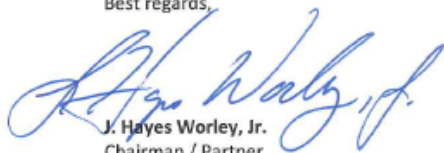
Ms. Cynthia A. Zimmerman, RPLU
Vice President
Socius Insurance Services, Inc.
301 Arthur Godfrey Rd.
Suite # 550
Miami Beach, FL 33140

Dear Cynthia:

To begin, I can say without hesitation, that I have never worked with a more diligent, knowledgeable and professional specialty lines broker as yourself. Simply put, I have confidence that you will do the research and make the necessary effort to design and market a placement that I will be comfortable in presenting to our most discerning clients. My personal approach to the insurance business has been, is and will be consultative in nature. We present the information to our clients and allow them to make informed business decisions. You understand and appreciate what is necessary to support that process, which consequently, reflects well on us. Together, we have designed and marketed some interesting placements. Some of those unique placements would not have been successful without your creativity and determination.

In short, you are a terrific partner that we have enjoyed working with in the past and look forward to doing so in the future.

Best regards,



J. Hayes Worley, Jr.
Chairman / Partner
InSource, Inc.
Direct: 305.670.5338 • Cell: 305.710.7072
Hworley@insource-inc.com

...I have never worked with a more diligent, knowledgeable and professional specialty lines broker...

In short, you are a terrific partner that we have enjoyed working with in the past and look forward to doing so in the future.



Bob Moore of Bateman, Gordon & Sands, Inc.

Beach, Florida 33061 • (954) 941-0900

October 29, 2012

Our Agency has had the pleasure and positive results of working with Cynthia...

To Whom It May Concern:

I am pleased to offer the following comments and recommendation for Cynthia Zimmerman, Vice President-Broker for Socius Insurance Service, Inc.

Our agency has had the pleasure and positive results of working with Cynthia Zimmerman for many years now for our Management Liability needs. Our decision to work exclusively with Cynthia and the entire Socius team is due to results obtained from their diligence in providing education and training to our staff; the comparative analysis we are provided helps us identify and select the most comprehensive and appropriate coverage's; and, the partnership and professionalism demonstrated regularly in staff and client presentations. Cynthia's ability to take extremely complex issues and break them down into understandable and meaningful discussions simplifies our job and provides us with an important second set of eyes and expertise that benefits the agency and our insured's.

It has and continues to be very rewarding working with all the professionals within Socius Insurance Services and most especially, Cynthia Zimmerman.

Respectfully,

Bob Moore
Executive Manager
Bateman, Gordon & Sands, Inc.

Cynthia's ability to take extremely complex issues and break them down into understandable and meaningful discussions simplifies our job...

October 31, 2012

Lee Burke of Burke, Bogart, & Brownell

Re: Cynthia Zimmerman

To Whom It May Concern,

Burke, Bogart and Brownell, Inc., has had a business association and partnership with Cynthia Zimmerman at Socius Insurance and her prior affiliations for many years.

The value of a knowledgeable and trusted wholesale broker is priceless.

Cynthia is a professional in her field of expertise and is considered a trusted partner. She always has her finger on the pulse of what is happening in the Professional Liability Community (carriers, forms, and competitiveness) which allows us to better serve our clients as well as obtain new business. In addition, Cynthia is always helpful in pointing out information that we should consider when comparing forms for a particular client's needs. Often, brokers seem to only pass quotes information back and forth between the Agents and the Carriers. Cynthia goes the extra mile and joins in as a seasoned professional, bringing her expertise to our team, which enables us to provide the best product, terms and conditions to our clients.

Cynthia has completed full length comparisons of coverage forms, limits, terms and conditions allowing us to point out deficiencies in other programs, to our prospect who, because of the extra detail, then becomes a client.

Working with her helps us obtain and retain business and better serve our clients.

Cynthia knows what it takes to be competitive, and more importantly she knows when she can and can't meet this objective. It is because of her knowledge, professionalism and integrity that we continue to rely on Cynthia for her Professional Liability counsel and would highly recommend her to our colleagues.

Sincerely,



Lee Burke, CRM CIC



Faye Marcus, Vice President

It is because of her knowledge, professionalism, and integrity that we continue to rely on Cynthia for her Professional Liability counsel...

Cynthia goes the extra mile and joins in as a seasoned professional...enables us to provide the best product, terms, and conditions to our clients.

Alex Soto, CEO of InSource

October 17, 2012

Ms. Gena Svedise
Socius Insurance
301 Howard Street
Suite 1030
San Francisco, CA 94105

Re: Cynthia Zimmerman

Dear Ms. Svedise:

This is an easy letter to write.

Cynthia Zimmerman is the most knowledgeable broker that I have worked with in her area of expertise. Cynthia can construct and deconstruct insurance policies and endorsements like few that I have met in my long insurance career — and I have been at this for 40 years!

Secondly, Cynthia is highly accessible. Practically, any time we need her, she is reachable and has a “can do” attitude that we prize.

So, the trifecta of knowledge, accessibility, and positive attitude is priceless!

Sincerely,



Alex Soto
CEO

AS:jpw

Cynthia is the most knowledgeable broker that I have worked with in her area of expertise.

Trifecta of knowledge, accessibility, and positive attitude is priceless!



October 5, 2012

Socius Insurance
Attn: Gena Svedise
301 Howard Street Suite 1030
San Francisco, CA 94105

Re: Cynthia A. Zimmerman

You bring
unsurpassed level
of expertise to the
table.

I am pleased to forward this letter to Ms Svedise commending you on an exceptionalism and expertise.

Working with you for many years – both since you've been with Socius and with your prior affiliation. Upon your move to Socius, we were happy to admit any suitable new business to you and have made a point of moving business to you as the "non-compete" timeline has expired.

There are a number of reasons that we prefer working with you, as compared to other brokers:

- You are extremely accessible – if you are not immediately available, you almost always respond to messages and emails in a matter of minutes!
- You bring an unsurpassed level of expertise to the table. You not only have an in depth knowledge of your field, but you are always extremely happy to share your knowledge.
- Your thoroughness, coupled with your expertise and the extensive markets that you access combine to inspire complete confidence in me (and my staff). We know that all possible markets will be approached and various creative solutions and options will be explored and considered.

I know firsthand that you are respected by the insurance companies as well. On one account of ours that you worked on for us, we had also submitted it directly to one of our standard markets. During the negotiation process, your name came up in talking to the other underwriter and he not only recognized you, but also spoke of you with the highest respect.

Casey Cuniff, Vice President of Slaton

Thank you for always being a reliable source of complete and accurate information...and for being so helpful, friendly, and tireless in all of you endeavors.

I have confidently recommended you to other agencies with whom we have a cordial and cooperative relationship and also, of course, to others in our office.

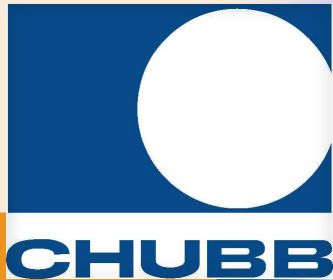
Thank you for always being a reliable source of complete and accurate information and marketing; and for being so helpful, friendly, and tireless in all your endeavors.

Sincerely,

Casey Cuniff, CPCU, CWCA
Vice President

I know firsthand that you are respected by the insurance companies as well.

A FEW OF OUR MANY CARRIER PARTNERS



WE SPECIALIZE IN THE FOLLOWING AREAS OF RISK:

- **Directors & Officers Liability**
 - Publicly Traded
 - Private Company
 - Non-Profit
- **Employment Practices Liability**
 - Monoline
 - 'Combo' Policy
- **Professional Liability**
- **Traditional Professional Classes**
- **Miscellaneous Classes**
- **Cyber/Internet Liability**
 - 1st/3rd Party
 - Network Security/Data

Which of these areas of risk does your agency specialize in?

WE SPECIALIZE IN THE FOLLOWING AREAS OF RISK:

- **Casualty**
 - Construction: Residential & Commercial
 - Environmental
 - Tough Products/Manufacturing
 - Medical Devices & Products
 - Excess GI/AL/EL
 - \$500 M Capacity
- **Property**
 - DIC – Earthquake/Flood/Wind
 - Older Properties
 - Historic Value Properties
 - Large Property Schedules
 - Layered programs

Which of these areas of risk does your agency specialize in?

Successful/Long Time Producers

- Average tenure as a wholesale broker: 14 years
- Average book of business (3 years or more of service): \$1.3 million in revenue
- Average insurance industry experience: 18 years

Support Staff

- Average time of service with Socius: 9 years
- All Staff currently licensed with home state DOI
- Dedicated Claims Liaison
- Surplus Lines & Licensing Coordinator

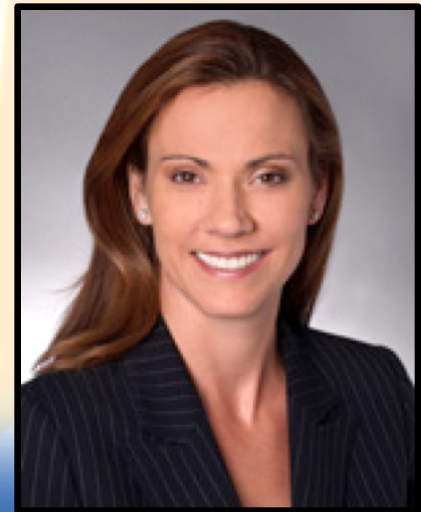


COVERAGE SPECIFIC RESOURCES

LAURA ZAROSKI, J.D.

Laura Zaroski: izaroski@sociusinsurance.com

- Employment Practices Liability Coverage & Claims Services
 - Most recently a partner in the Chicago Office of O'Hagan Spencer, LLC
 - Headed up the insurance coverage and claims management department
 - Represented various domestic insurance companies as well as London-based insurers as coverage and claims management counsel
 - Is available to assist with limits analysis and coverage or claims issues for existing and prospective insureds



MICHAEL G. HOY, J.D.

Michael Hoy: mhoy@sociusinsurance.com

- Employment Practices Liability Coverage & Claims Services
 - 19 years of Insurance Experience (Underwriting and Retail Brokerage)
 - Specializes in all Management Liability lines (including Venture Capital/Private Equity, Public and Private D&O and EPL) and Technology E&O/Cyber Liability
- Significant national law firm defense litigation experience, including securities and employment litigation
- Is available to assist with limits analysis and coverage or claims issues for existing and prospective insureds



CONTINUING EDUCATION

Socius is licensed to offer over 20 different CE courses of varying length (from one to six hours) in numerous states

- Typically offer in excess of 50 classes per year

We offer these classes on a regional basis as well as for individual agencies

Always “free of charge”

Coverage specific (EPL, D&O, E&O, Cyber, etc.)

Ethics course available

CHARITABLE GIVING

Socius Charitable Giving Program

- Employee Matching
 - Volunteer Time
- Large Grant Donations
- Scholarship Award



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- Socius Website



 **SOCIUS**