

## Testimonial

I recently had an associate ask me specifics of her medical coverage during open enrollment. This is an area in which I am not an expert nor do I pretend to be. Everyone's needs are individual. In addition, I do not want to cross the line as a manager knowing the associates insurance needs.

The first person I thought of was Chris Steffen. I emailed Chris and asked him to please make a call to the branch when he had time. Within 30 minutes he was on the phone with the associate.

My associate commented as to how professional and honest Chris was. She said that he was more than happy to offer some advice and she knew he only had her best interest in mind.

Thank you, Chris, for being the first person I think of when it comes to health insurance and now the first person my associate will think of when she encounters someone with insurance needs. She now has your business cards as well!



Allison Kubeck

2/7/2012