



December 19, 2011

J.S. Sherman & Associates, Inc.  
Insurance and Financial Services  
3208 E. Colonial Dr. Ste. 191  
Orlando, FL 32803

I had the pleasant opportunity to see if Mr. Chris Steffen could become the agent of record on my existing individual Blue Cross Blue Shield policy.

Chris asked me some questions, and very politely and honestly told me I have a great policy at a good premium. He further noted that they can convert over certain business policies but not my individual policy. He advised me to leave it alone

Business honesty is key component in business relationships, and I deeply appreciate Chris's assistance in looking over my policy for an honest evaluation.

Regards,

Marian Jacklich  
Owner, Maguire location

