



Steven Stafford
American Family Insurance
3295 River Exchange Dr.
Ste 370
Peachtree Corners, GA 30092

Dear Steven,

Thank you very much for securing affordable flood insurance coverage for my client Chris. The quotes from other insurance agents were two and three times higher than the premium you obtained for Chris. Without your help getting a reasonable premium, Chris was going to cancel the mortgage entirely.

After introducing Chris to you, you coordinated with your flood policy specialist and with an AmFam agent close to Chris' new home in North Georgia. You and your team did the detailed work necessary to analyze the flood zone details, determine the coverage needed, and calculate a reasonable premium. Your flood premium was much lower than all other insurance companies that Chris contacted.

Chris is very happy with the flood policy and that he can close the mortgage on his new home. Chris told me, "Thank you for the connection with Steven. He is great. He saved me so much money on my other auto and home policies, the savings covered the full cost of the flood insurance premium." And Steven, I thank you, because without the affordable flood insurance you provided, Chris would have canceled his mortgage application and I would have lost the loan.

I'm very grateful for the work you did for Chris.

Sincerely,

Rodney Shaffer
Senior Loan Officer
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