



June 8, 2016

Craig Cushingam
Cushingam Insurance Services
Marietta, GA 30066

Craig,

I wanted to formally "Thank you," for the great service you provided during our Health Insurance conversation a few months ago.

Leaving a large company for a small business endeavor can be very stressful, especially when it comes to investigating health insurance on the open market. Your initial suggestion of Humana was met with lots of questions from both my spouse and I. Since we both have chronic conditions to take into consideration, you explained everything in great detail, and made us feel very comfortable with our decision. After using the Humana Gold policy for the past few months, we've learned that it actually performs even better from a cost perspective than originally discussed. We understand that you don't have control over governmental healthcare decisions but feel that we are in the best position moving forward to provide for our health.

You are a consummate professional and a credit to your trade. I will contact you later this year and in years to come for my personal health insurance needs.

Professionally,

A handwritten signature in blue ink, appearing to read "Dan Thrailkill", is written over a light-colored rectangular background.

Dan Thrailkill
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