



Our Best Insurer Representation Ever !

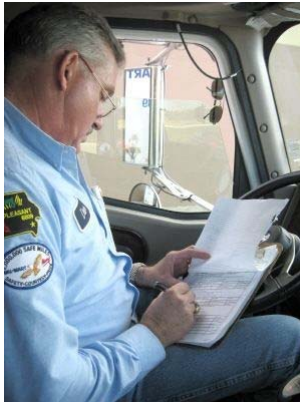
W.E. Love Broker News

Number Twelve
November, 2008

Dear John,

Thanksgiving is just around the corner, with Christmas 2008 ready to spring upon us! This year as we work through a soft market and sinking economy, we must stop -- all of us -- to put events into perspective. Reach out now to the lonely, the poor and the elderly as we give thanks for our many blessings. Happy Holidays!

TRUCKING WORKERS COMP IN ALL STATES -- INSTANT QUOTE



We are now accepting workers compensation submissions for Trucking risks in every state. In very short order we underwrite, rate and quote your trucking accounts. **Qualifying risks need no preinspection.** Completed Acord applications and current experience modification information are all we need to consider risks of up to \$250,000 in premium. **We will email more details the first week in December.** WEL has truckers

COVERED!

Bright "STAR" on Your Horizon



Our exclusive contract for over the road truckers with Meadowbrook's Star Insurance Company is in high gear, as most of you know! **With all filings now in place as desired,** we're quoting good and stable truck lines using the most current policy forms. Auto liability, physical damage, motor truck cargo and general liability are available for risks of all sizes in the following 21 states: Alabama, Arkansas, Florida, Georgia, Iowa, Illinois, Indiana, Kentucky, Maryland, Michigan, Minnesota, Missouri, Mississippi, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Virginia, Wisconsin and West Virginia. This is the real deal ladies and gentlemen!

Canal Lowers Prices in all States: Take Note TX and FL!

Though late to the rate war party, Canal



Premier Intermodal Program Begins



Our Initial Intermodal States:

Illinois
Florida
Georgia
South Carolina
Texas
Virginia

Risks in need of the UIIA Uniform Intermodal Interchange and Facilities Access Agreement are eligible for consideration. **We will begin quoting risks next week! Send your submissions today!**

EXCLUSIVE CARGO MARKET



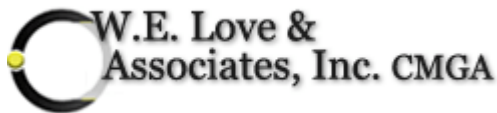
Thank you for such a great response to this fine market! We're quoting and binding new cargo policies daily in this **great and exclusive market available exclusively**

has moved pricing significantly downward this summer and fall. Canal **quotes today are once again competitive. In the last month we have written over a million dollars in "new" premium in Canal!** If we quote -- you've got a good shot at writing. WEL will respond very quickly relative to all others, so call or email us anytime. Our 11 Canal States are Texas, Florida, South Carolina, North Carolina, Virginia, Pennsylvania, West Virginia, Ohio, Indiana, Iowa, Illinois and Minnesota.

Stratford Will Now Add CA 9948

States where we can quote Stratford:

- Texas
- South Carolina
- North Carolina
- Maryland
- Ohio
- We can quote risks in **any state** where Stratford is filed if risk premiums of \$50,000 or greater.
- We can quote Physical Damage risks of any size irrespective of risk domicile.



All you need is LOVE..... W.E. Love that is!

Our commitment is to offer the best truck insurance markets, service and expertise of all firms. We really appreciate your business and look forward to working with you for years to come. Call us today!

Sincerely,

John H. Love

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through WEL. Policies are often mailed and emailed on the day coverage is bound. The ASI coverage form is posted in our Apps and Forms_section of our website. Claims are handled by our excellent TPA, Truckclaims.

WEL is honored to represent American Southern Insurance Company in: Alabama, Arkansas, Arizona, Delaware, Georgia, Indiana, Iowa, Kansas, Kentucky, Maryland, Minnesota, Mississippi, Missouri, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, Washington, Wisconsin, West Virginia and Wyoming.

WEL Links For You



WEL Apps and Forms

In addition to applications and coverage selection forms, we have posted sample policy forms and marketing information you may attach to your quotations. Access all forms and information for your WEL accounts online. Simply click on the menu item you wish to see.

Our emailed quote letter also hyperlinks you directly to Apps and Forms!

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