



**Date:** Tuesday, September 02, 2008

**To:** Atlas Staff

**From:** Kathy Kano

**Re:** Wholesale Brokers

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**Message:**

We are reviewing the brokers we currently do business with and are:

1. Scrutinizing the contracts to be sure indemnification provisions are mutual,
2. Ensuring that surplus lines brokers' licenses are properly in place,
3. Pushing the responsibility of filing the surplus lines tax with the State back to the brokers, where it belongs.

Additionally, we will work towards reducing the number of brokers we work with (we currently have active policies with over 25 wholesale brokers). By spreading our business among so many brokers, we lose the advantage of leveraging premium volume to obtain special accommodations when needed. It is also an administrative burden to maintain the high number of broker relationships properly while protecting Atlas Insurance and our agents.

In line with this, **before sharing emails with staff, from brokers that we do not currently deal with, please send them to Steve Yamane with an explanation of what differentiates the new broker from those with whom we already have a relationship.** We will then do an evaluation and decide if there is a sufficient benefit to start a new relationship.

Thanks for your understanding and cooperation!