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ELKINS JONES

I N S U R A N C E   A G E N C Y   I N C .

## THE PRESIDENT'S VISION

THE INSURANCE INDUSTRY HAS UNDERGONE ONE OF THE MOST FUNDAMENTAL CHANGES IN IT'S HISTORY. THE NUMBER



OF INDEPENDENT AGENCIES HAS RAPIDLY DECREASED, AND "MEGA AGENCIES" HAVE BEEN FORMED OUT OF WHAT WERE FORMERLY DEEMED "ALPHABET HOUSES". A SECURE NICHE HAS BEEN CREATED FOR THE AGENCY THAT IS SERVICE-ORIENTED. ELKINS JONES EPITOMIZES

THAT NICHE. I SAW THIS TREND AS A PRIME OPPORTUNITY FOR ELKINS JONES TO OFFER CUSTOMERS A SUPERIOR PRODUCT, COMPRISED OF OUTSTANDING SERVICE, THE RESOURCES TO PROVIDE YOU WITH THE MOST COMPETITIVE PRICES, AND A REPUTATION BUILT ON HONESTY. THE PERSONNEL AT ELKINS JONES ARE TRAINED AND MOTIVATED TO "GO THE EXTRA STEP" IN PROCURING NEEDED COVERAGES AND BEING THERE FOR OUR CLIENTS. I FIRMLY BELIEVE WE CAN MAKE A DIFFERENCE.

*“With many brokers, once you’ve purchased your insurance, you’re pretty much left to fend for yourself. That’s definitely not the case with Elkins Jones. I feel they really represent your interests—go to bat for you—on top of getting you the most favorable premiums. If you’ve got a claim, they assist in getting it taken care of every step of the way.”*

Kenneth C. Gibbs, Esq.  
Founding Partner  
Gibbs, Giden, Locher  
& Acret LLP

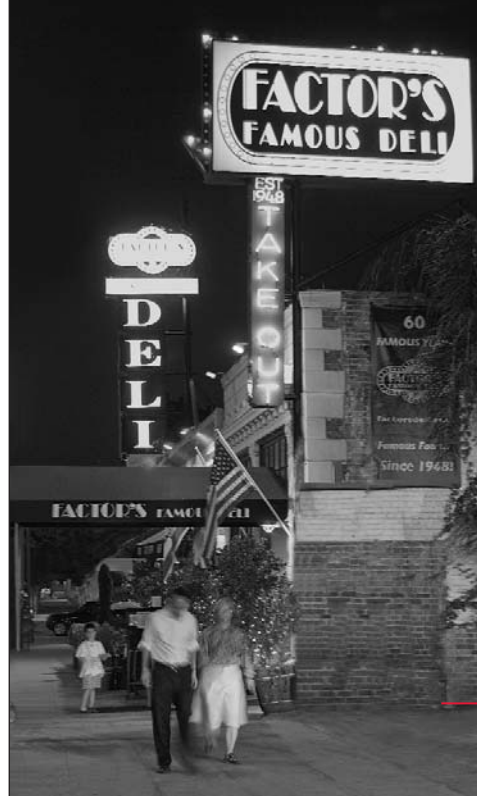


## THE COMPANY **BEHIND THE NAME**

Elkins Jones is an insurance brokerage agency with personal expertise in all lines of insurance. Its rich and unique history began with the founding of the original George Elkins Company founded 85 years ago. The company marketed everything from real estate to home financing and home-owners insurance. Today, Jenny Jones, President, continues the Elkins tradition of business innovation with the Elkins Jones Insurance Agency, which she acquired in 1996 after managing the agency for 13 years.

## THE ELKINS JONES **PROMISE**

In an industry where virtually everything rests on the strength of relationships – from client to insurance broker, from broker to underwriter and on to the insurance company – Elkins Jones maintains a tightly constructed network of business affiliations. Many are long-term relationships, forged over the years through shared experiences – years that have shown time and again, our high degree of professionalism and integrity. This is the foundation that allows us to deliver exactly what we promise.



*"We are fortunate to be working with Elkins Jones. They ask what our concerns are, and not only do they advise us, they consistently exceed our expectations. As both our firms are institutions in Los Angeles, we appreciate their commitment to excellence and customer service."*

Marvin Markowitz  
Vice President  
Factor's Famous Deli

**Unmatched Personal Service.**

Elkins Jones provides careful monitoring and personal attention to claims. You can expect a quick response to all questions and problems. In addition, our personable staff is comprised of true professionals who've been with the company for many years, allowing them to develop solid relationships with clients. We offer service that extends far beyond finding you the best rates. For us, securing your policy is just the beginning.

**Highly Competitive Rates.**

We have a reputation with our underwriters for doing our homework, being extremely selective about bringing in new clients, and for providing honest information. In return, we obtain the very best rates the insurance companies can offer; a benefit we can then pass on to you.

**An Innovative Approach.**

Elkins Jones offers unique solutions to your company's special needs. Take for example, our exclusive programs, developed in conjunction with insurance companies and designed specifically for your company. These tailor-made programs become an exclusive product which only Elkins Jones can sell. We also offer extras such as our Risk Management service. Created for companies without a risk manager on staff, it allows us to provide that function for you.

**An Impressive Range of Programs.**

Besides handling all aspects of business insurance, we also cover an array of personal insurance needs. With Elkins Jones, you can conveniently cover all your corporate and personal risk with the assurance that an equal sense of urgency will be applied to both. Below is a sampling of the coverages we offer:

- Property and General Liability
- Homeowners and Auto
- Professional Liability
- Life and Health
- Employment Practices Liability



**AN AGENCY OF THE FUTURE**

The 21st century belongs to brokerages like Elkins Jones. We're convinced that what clients want above all, is excellent customer service – which will be the major short-coming of most "mega-agencies". Come experience the personal service you've been looking for and join a forward-thinking company that is dedicated to innovation.



*"The things that impress me most about Elkins Jones is their efficiency and imaginative approach. Through their creativity, we secured combined coverages that resulted in a 15% savings on premiums. They also streamline the paperwork and are always highly responsive when it comes to servicing our account."*

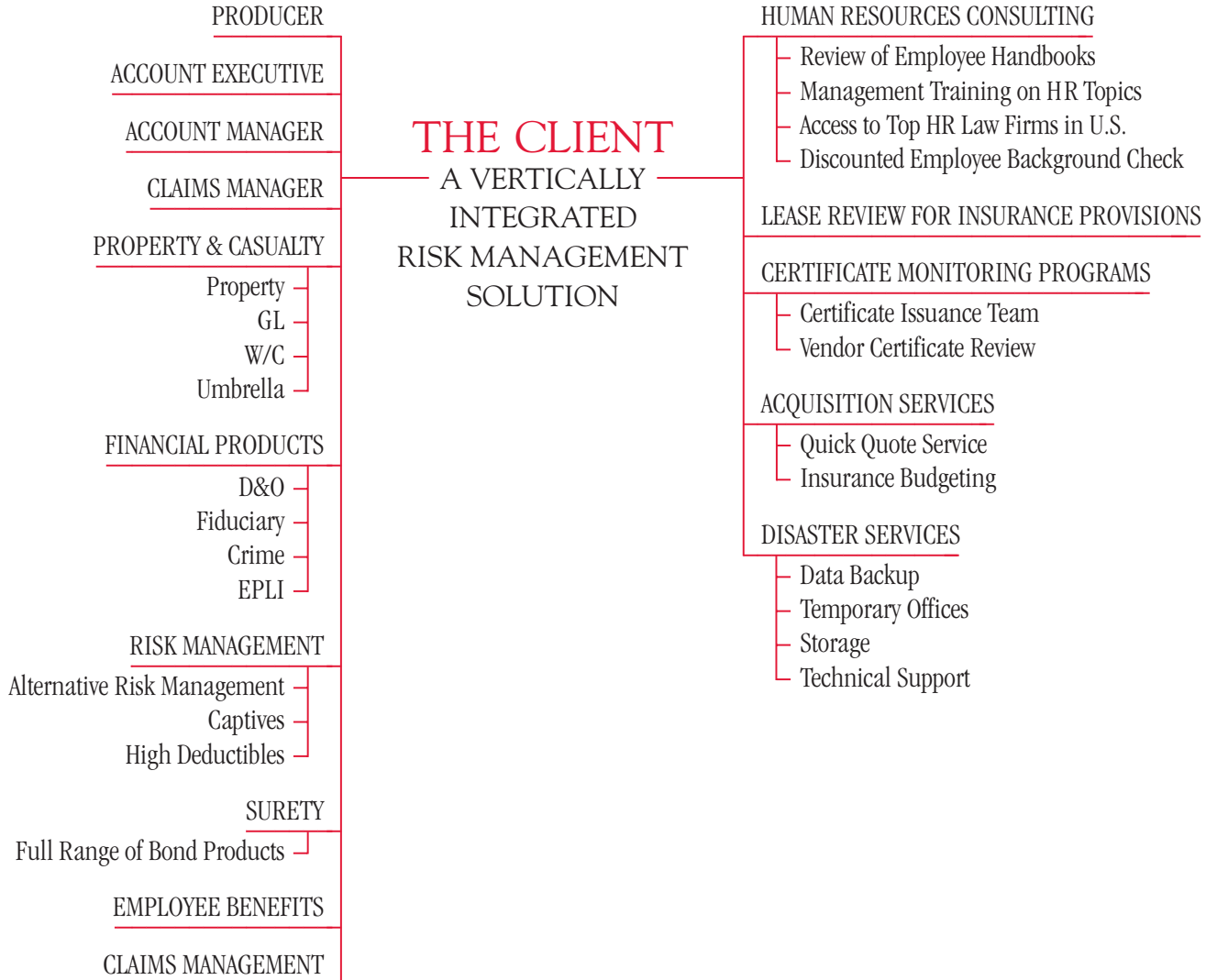
Steve Liebowitz, President  
G & L Realty Corporation

ELKINS JONES  
NATIONAL INSURANCE PRACTICE

INSURANCE TEAM  
AND SOLUTIONS

BOUTIQUE SERVICE  
WORLD CLASS EXPERTISE

SOLUTIONS  
BEYOND INSURANCE



*Securing Your Future*



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# ELKINS JONES

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