



### **What They Say About Us**

"They're creative; they gave us a number of options. We chose the one with the most benefits for all parties. It benefits the end-user by making insurance easier to secure, the industry by removing barriers to sales, the underwriting partner by finding a solution that was profitable. What Dion Durrell developed was a solution that was win/win/win."

-- **executive director**, national industry association

"Working with Dion Durrell is important to our on-going success. They offer innovative ideas and contribute to some of our key strategic decisions."

-- **chairman**, reciprocal insurance exchange

"They're comprehensive, with experience and creativity in group home and auto insurance programs. It's their depth and breadth of experience that matter most. There are always numerous issues to tackle; things get very complex. You need the depth to get things done."

-- **senior human resources manager**, leading telecommunications corporation

"Their communication skills are extraordinary, and balanced with professionalism, smarts and creativity. A large number of people have to understand the actuarial calculations: Dion Durrell has the ability to reduce it to a level that everyone can grasp."

-- **associate comptroller**, U.S. University

"The best way I can describe them is as a partner. We take them into our confidence; we ask for their opinion when we want to try something new. They take our idea and expand it for us or see if it's practical, or they present us with revolutionary new ideas. I have a great deal of respect for the organization and its people."

-- **executive vice president and COO**, insurance subsidiary, major Canadian bank