

private client group

Top-notch Team Complemented by Personalized Attention

Integro's Private Client Group offers selective insurance services for clients with substantial personal assets to protect. Above all, we appreciate the need for a trusted advisor, and that trust is embodied in our team of professionals.

We take pride in our collective seasoned experience in this exclusive field. Our five specialists have worked as a team for 12 years; of the five, three have managed a national brokerage. We know this business—the most junior person on the team has 15 years of pertinent qualifications.

Our people view the client relationship as a strategic partnership. Quality of service is paramount for us. We have a comfortable workload without capacity issues. We are available whenever our clients need us, and confidentiality is guaranteed.

Uniquely Designed Services for Distinctive Needs

Significant personal assets require higher levels of protection, often with uncommon coverage requirements not available in standard policies. Our focused approach helps to identify clients' long-term goals and risk tolerance, and to fully understand the nature of their assets.

We develop a customized plan and work with each client to implement an appropriate strategy to meet objectives. In addition, we review each client's program on an ongoing basis and evaluate potential revisions in response to economic changes, market trends or specific needs.

In addition to creating custom programs, we handle a variety of traditional products (home, auto, umbrella/excess liability, floaters and watercraft) as well as specialty products (e.g., layered inland marine,



museums, group personal excess liability, vintage auto, entertainment/events, life and disability insurance). Our firm has a wealth of talent across all industries, and we are fortunate to have at our disposal, when necessary, highly skilled specialists in such areas as aviation and cyber risk.

In addition to the human element, our technology method reflects Integro's high standards of conducting business. We have developed a proprietary delivery system that has been refined for maximum client benefit and efficiency.

Client Clout

Our proven record of achievement on behalf of our clients is evident. Among our longstanding associations are families across generations, as well as high-level executives and individuals prominent in entertainment and the arts.

We operate strongly on a word-of-mouth basis and the majority of our business is based on recommendations. We also offer referral services—our clients have been well-served by our extensive network of contacts. Whether the need involves finding the right appraiser for antique furniture, or expertise on buying a new light jet, we are here to assist.

Market Savvy Coupled with Claims Expertise

The markets truly want to do business with our professionals. They respect our knowledge and credibility, and their confidence in us equates to the best possible program design for our clients.

We work with all major markets, on a domestic and an international basis if warranted. And, for services outside the scope of our offerings, we operate on an "open

architecture" basis, recommending the best service providers without bias. Rest easy—all providers that conduct business with Integro meet our strict guidelines.

Claims handling is effortless for our clients—we personally handle all claims calls. No searching for an 800 number. And, we know how to manage your claims. Our practice leader, alone among his peers in the private client insurance sector, holds the prestigious Associate in Claims (AIC) designation. This designation was earned after the successful completion of four national examinations given by the Insurance Institute of America.

Raising the Bar

At Integro Insurance Brokers, we know that insurance is not a one-size-fits-all business. Our roots in this line of insurance run deep, yet we have no obstructive legacy issues. We are free to handle clients whose risk profile can benefit most from our service. Risk is evaluated honestly; if Integro is not the best fit, we refer the business to the optimal provider. The essence of our business practice is simply to offer the highest level of service, period. That's why we're the best.

To find out more about what Integro's Private Client Group can do for you, please contact:

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