



3rd Quarter - 2009



A Note from David Brett, Exec. VP/ Chief Operating Officer

The summer is behind us and we are now in the final push to the end of the year, I am not too sure what seemed to go faster the balmy days of summer or the onset of the next three months!

For us here at Allstar we have not stopped. We've had several new team members join our Company and have started two new entities.

The first entity is an expansion of a current division we have in operation and that was of reinsurance consulting; we were fortunate to have three highly respected individuals become available to help us to set up a new Reinsurance Intermediary. They will operate out of Burlington, North Carolina and bring a wealth of knowledge and experience to our extended operation. More details can be obtained by e-mailing me at:

dbrett@allstarfg.com.

Our second new Company is **Sterling** premium finance company. This is a natural expansion for us to offer support to other insurance related companies being able to offer the customer the ability to finance their premiums. This Company is domiciled in Columbia, SC and will be initially licensed in five southern states.

Outdoor Underwriters, our specialty Hunt Club program has been extremely busy preparing for their first hunt season with us. The program thus far has been a great success and we thank our customers for supporting us. The reputation that our folks have is first class and is reflected in the numerous professional endorsements bestowed upon us by specialty assoc-

iations. As the word continues to spread we look forward to increasing our market share and be a valuable partner to our clients.

Finally we have expanded our marketing efforts with the hire of a seasoned insurance professional, John Mouser. He will be heading up our marketing department based in Atlanta and he will be responsible for establishing and maintaining our relationships with our retail agent force through the promotion of our insurance and surety products countrywide. John will be assisted by Jenny Morrison in spreading the good word of Allstar.

David Brett



ATLANTIC INTERMEDIARIES

Atlantic targets regional insurance companies and managing general agencies writing all property and casualty lines of business. In addition to reinsurance negotiation, Atlantic specializes in finding program carriers for managing general agents.

Andrew Heaner, Chairman of Allstar Financial Group, comments ***“Atlantic continues the expansion of services our group provides to the insurance industry. The network created among our insurance company, retail brokerage, managing general agency and now our reinsurance brokerage provides substantial market presence and a unique synergy for everyone with whom we do business.”*** From Geoff Russell, Managing Partner of Atlantic, ***“We’re very excited about our partnership with Andrew and his staff at Allstar. The financial strength and support services provided by Allstar combined with our experience, creativity and market knowledge results in an intermediary that can move quickly to generate results. Given the consolidation that has taken place recently among reinsurance brokers, we are positioned to service insurance companies and managing general agents who put a premium on personal attention and hard work.”***

Allstar Financial Group is pleased to announce the formation of **Atlantic Intermediaries** a reinsurance brokerage firm located in Burlington, North Carolina. Atlantic is a full service intermediary offering reinsurance negotiation, risk management and consulting services to insurance companies and managing general agencies across the country.

Led by two senior executives with over seventeen years experience each,



ALLSTAR Marketing...

John Mouser will join the Allstar Team effective Wednesday, October 7th as the new **ALLSTAR Marketing Manager**. John will be based in Atlanta and he will be responsible for establishing and maintaining relationships with our retail agent force through the promotion of our insurance and surety products countrywide. John was formerly a territory Manger with Ohio Casualty for over 25 years and brings a wealth of knowledge and contacts. In addition he is unique in having worked in both the Surety and Insurance arenas thus giving him the ability to help us more effectively market our products.

John will be assisted by **Jenny Morrison, Marketing Specialist**. Jenny comes to us with strong communication and leadership skills and a background in Insurance. Together John and Jenny prove to be a huge asset to our Team.

Recent Successes

<u>CONTRACT BONDS</u>	<u>State</u>	<u>Bond Limit</u>
Performing Arts Ctr. Reno	NC	\$2,174,272
Site Work	GA	\$2,031,594
Plumbing Subcontractor	MS	\$1,951,396
Construction -Nursing Home	KY	\$1,728,677
Dredging	MS	\$1,560,400
Install Fuel Storage Tank Eq.	FL	\$1,517,612
HVAC	NC	\$1,498,650
Fire Station Upgrade	CO	\$1,405,753
Demolition	LA	\$1,388,419
Install Mine Fan system	PA	\$1,337,750
Sewer Separation	OH	\$1,172,721
Flood Damage Repair	WI	\$1,035,311
Interior Doors, Walls Flooring	DC	\$1,010,264
Library Renovation	WV	\$696,000
Drilled Pier Installation	NC	\$661,573

Convention update...



In the 3rd Qtr. the **ALL-STAR group** was well represented at the following Conventions and Tradeshows:

July-
QDMA Banquet, Columbia, SC
Attended by Outdoor Underwriters

QDMA Tradeshow, Louisville, KY
Ed Wilson, Tom Skaggs, Jody Byrd, Julia Schofield-OUI

State Forestry Assoc. Leaders Meeting San Antonio, TX
Ed Wilson, Tom Skaggs-OUI

August-
IIAB AZ, Glendale, AZ
Diane Bailey & Kerri Bonar

Arkansas Timber Expo, AR
Tom Skaggs-OUI

Louisiana Forestry Assoc. Convention, LA
Ed Wilson, Tom Skaggs-OUI

September-
Nat'l. Tree Farm System Convention Washington, DC
Ed Wilson, Tom Skaggs-OUI

American Loggers Council Tradeshow, AZ
Randal Huff, Danny Bush-H&R

*If you were unable to attend any of the conventions, and would like to speak to one of our staff, please call them for assistance. **800-424-0132** www.allstarfg.com*



Discover the Difference.

ALLSTAR welcomes new Team Members!

Bruce Pennington, Senior Broker
Charlotte, NC

Pat Martin, Underwriting Assistant
Tampa, FL

Nan Gougar, Account Executive
Atlanta, GA

Susan Biggers, Underwriting Assistant
Charlotte, NC

Hawkins Rawlinson

Phyllis Shelley, Underwriting Assistant
Columbia, SC



Amy Whittaker
Assistant CSR
Columbia, SC



Outdoor Underwriters partners with National Wild Turkey Federation. This proves to be a very profitable partnership, NWTf has 500,000 members!

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Recent Successes

<u>COMMERCIAL SURETY</u>	<u>State</u>	<u>Bond Limit</u>
Subdivision Maintenance	AL	\$82,400
Subdivision Maintenance	AL	\$65,400
Landlord Tenant Bond	GA	\$50,000
Subdivision Maintenance	AL	\$49,589
Subdivision Maintenance	AL	\$42,500
Contractor's License	TN	\$10,000
Contractor's License	IL	\$10,000

<u>COURT/PROBATE</u>	<u>State</u>	<u>Bond Limit</u>
Guardian of Incapacitated Adult	GA	\$938,134
Guardian Bond	GA	\$154,000
Discharge of Lien	GA	\$81,566
Discharge of Lien	GA	\$17,096
Administrator	AL	\$5,000

<u>FIDELITY/FIDUCIARY</u>	<u>State</u>	<u>Bond Limit</u>
ERISA Bond	CA	\$500,000
Dishonesty Bond	FL	\$108,550
Dishonesty Bond	GA	\$10,000





ALLSTAR™

Surety • Fidelity • Insurance

Discover the Difference.

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PLUS at Children's Healthcare of Atlanta

Dale Borer in our Atlanta office works with the **PLUS Volunteer Initiative**. They organized a carnival for children, at Scottish Rite and Egelston Children Hospitals and had about 30 volunteers from all around the Atlanta area working on the carnival. They have a large in door/out door area donated by Garth Brooks with Wii stations for the older kids, concession stands, areas for the smaller kids, miniature golf, computer rooms, basketball & an area set up for a show. The goal of the carnival was to make these children forget their problems for a few hours & give them a break from their daily troubles. The staff can only do so much, so they really depend on volunteers to entertain these children during the day when their parents are at work. The smiles on the faces of children and their parents made it all worthwhile; "It was a very rewarding day".

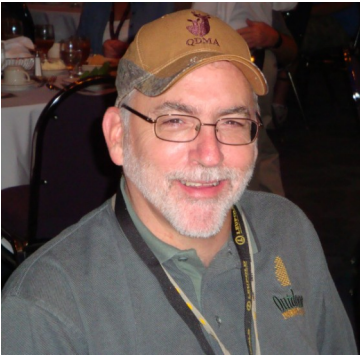


Recent Successes - Insurance

<u>INSURANCE</u>	<u>Coverage Type</u>	<u>State</u>	<u>Premium</u>
Charitable Foundation	Property	NC	\$60,000
Bar Association	Misc E&O/D&O/EPL	GA	\$44,920
Design Build Engineer	Architects & Engineers	VA	\$39,000
Sports Franchise	Franchisors E&O	GA	\$36,628
Law Firm	Lawyers Professional	SC	\$27,010
Roofing Contractor	GL	AL	\$26,900
Nursing Home	D&)/EPL	GA	\$25,776
General Contractor	GL	AL	\$22,061
Process Engineer	Arch. & Engineers E&O	FL	\$21,821
Build. Material Dist.	Package	AL	\$21,600
Large Landowner	Umbrella	VA	\$17,700
Property Management	Real Estate E&O	AL	\$17,650
Shopping Center	Property	TN	\$12,124
<u>SPECIALTY BROKERAGE</u>	<u>Coverage Type</u>	<u>State</u>	<u>Premium</u>
Sports Arena	Excess	GA	\$95,500
Street & Road Const.	Excess	FL	\$80,000
Paving Contractor	Excess	NY	\$80,000
Medical Equip. Mfg.	GL	TX	\$74,300
Specialty Coating Mfg.	GL	GA	\$45,700
Roofing Contractor	GL	AZ	\$45,000
Fast Food Restaurant	GL	AZ	\$38,000
Roofing Contractor	GL	FL	\$35,500

OUTDOOR UNDERWRITERS SPECIAL ADDITION

Quality Deer Management Convention Louisville, KY July 25-26



National Convention & Whitetail Expo



Celebration Banquet & Auction



Welcome Reception
hosted by
Outdoor Underwriters



deer...



There were deer...

and more DEER!

