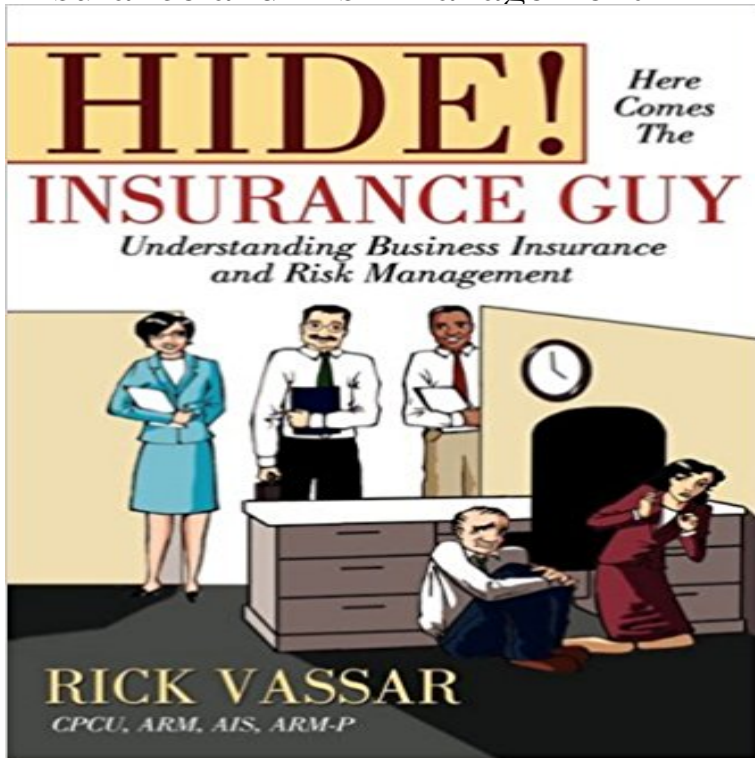


# Hide! Here Comes The Insurance Guy: Understanding Business Insurance and Risk Management



If you are ready for simple explanations, practical solutions, and time-tested strategies that will reap huge savings in insurance costs, then Hide! Here Comes the Insurance Guy is here to help! Rick Vassar, a certified expert in the commercial insurance arena, writes from a risk managers perspective as he tackles the often confusing field of commercial insurance with his real numbers, real solutions strategy. Developed not just as an initial learning tool but also as an ongoing resource for experienced managers as well as the uninitiated, this simple guide will help busy executives and business owners reduce expenses in their current programs. Vassar will teach you four distinct steps for controlling your insurance costs: Understand the language and the process Know the players and how to better manage the process Develop a strategy and a plan to maximize coverage for minimal cost Invest the time and gain real financial benefits With a fresh perspective, this guidebook provides insight into an industry that is constantly evolving, and it shows how you can potentially save your company millions of dollars in insurance costs!

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