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February 4, 2019

To whom this may concern:

I have had the fortunate opportunity of working with Stephen Bellosi as an industry consulting partner for the past three years during my time as a Senior Account Executive at UnitedHealthcare as well as in my current role as the regional Director of Marketing and Sales for Insurance Design Administrators. Stephen has accessed my product offerings in both arenas as client solutions to their employee benefits program needs, and, as a result, we have had the pleasure of shared clients.

Stephen's consulting ability is paramount to most brokers in the insurance industry. From my perspective of working with over 400 agents daily, Stephen's comprehensive background in both financial planning and various insurance verticals offers a very unique and powerful value proposition to his clients. It is rare to find a consultant with such a diverse background who specializes but also excels in true holistic planning.

In working with Stephen closely on client planning and product selection, he has an impeccable attention to detail in executing long term cost strategies. He truly prioritizes the importance of finding the right fit resources and solutions for his clients, and the value of creating an open line of communication between the client and the professionals chosen to manage their business needs.

I am confident his multi-dimensional skill set and the obvious trusted advisor he is to his client base are an invaluable asset.

Sincerely,

Lauren B. Pipari

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