



# GLOBALLY, EVERYTHING WE KNOW GOES INTO EVERYTHING WE DO.®

For Swett & Crawford, this simple promise is a way of life. It propels us to work harder and smarter for our clients and their insureds. It defines our organization both structurally and strategically.

## THE "WE" IN THIS VALUE PROPOSITION MEANS WHAT IT SAYS.

Not only the "We" that embodies the combined resources and intellectual capital of our company; but "we" as in every individual who brings their skill and dedication to the job every day.

Swett & Crawford has developed a worldwide cadre of specialty insurance and reinsurance professionals whose experience and marketplace knowhow is the envy of the industry. We continue to attract top brokers and risk analysts to our fold because we are focused on bettering ourselves and our products. And that is better for our clients as well. Swett & Crawford was the first wholesale broker to create a formalized training program (Swett University) for its staff more than 40 years ago and today we continue to encourage skill enhancement for all our people, whether seasoned veterans or young, fresh talent.

## WE TAKE COLLABORATION TO THE HIGHEST LEVEL.

Through our Practice Groups we aggregate the specific knowledge of individual Property, Casualty, Energy, Professional Services, Transportation, Workers Compensation, Reinsurance and Underwriting experts into single points of access for our clients. By collaborating, rather than competing with one another, we build a stronger, more agile and responsive organization where we all succeed.

## INTRANET-BASED KNOWLEDGE EXCHANGE.

Our intranet-based knowledge exchange allows every member of our team to tap into the knowledge, contacts, and problem solving skills of every other member. You get hundreds of brains working to create coverage that fills the gaps and respects the budget.

We partner with our clients to create affordable, innovative, thoughtful solutions to managing risks and exposures.

## SHARING OURSELVES AND OUR KNOWLEDGE.

Giving back to the communities we serve, is also what we do. As part of our service commitment, Swett & Crawford people have rebuilt a playground in New Orleans' Eighth Ward destroyed by Hurricane Katrina; made bikes for underprivileged children in the care of the heroes at the St. Jude's Ranch for Children and then organized a party especially for the kids; and supplied and assembled "care packages" for U.S. soldiers in Iraq and Afghanistan, who face the ultimate risk.

## THE BENEFICIARY OF THESE POLICIES IS YOU.

Swett & Crawford's dedication to delivering superlative knowledge, access, marketplace understanding, brokering and underwriting prowess on your accounts, no matter how large or small, assures that you can win and retain the business you want. We are focused on helping you satisfy the growing needs of your insureds and their businesses over the long term. That is worth everything to us.

The blended strength of Swett & Crawford and Cooper Gay, with a combined \$3.5 billion in premiums, delivers the world's largest global wholesale brokerage and reinsurance organization with more than 1400 insurance professionals in 60 offices on four continents.

\*Winner every year since 2005 of the Business Insurance Readers' Choice Award for Best Insurance Wholesaler.