

# ***Best's Insurance Professional Resources***



**Raise Your  
Visibility in  
the Insurance  
Industry**



# About *Best's Insurance Professional Resources*

In 1929, AM Best added *Best's Recommended Insurance Attorneys* to its growing number of insurance industry-focused publications. Our founder, Alfred M. Best, started the publication after he had received numerous requests from insurance officials for recommendations of attorneys who could handle insurance-related litigation and legal services. The publication was expanded to include adjusters in 1930, and expert service providers in 1973. Many of our Qualified Members have been part of this resource for over 75 years.

Today, *Best's Insurance Professional Resources* features online profiles of our client-recommended Qualified Members, complete with contact information, practice areas and specialties, locations, personnel bios, and links to their websites and social media accounts. Our search feature help users easily find the right firm or company to meet their needs, with filters such as practice/specialty area, geographical location or key words.

In addition, our website includes a variety of resources, with claims-related news, webinars, video interviews, Best's Insurance Law Podcasts and more.

Our audience consists of professionals in the following fields:

- Adjusters
- Consultants
- Educational Institutions
- Expert Service Providers
- Government Offices
- Insurers
- Law Firms
- Reinsurers
- Risk Managers
- Third Party Administrators



# Qualified Member Benefits

Becoming a Qualified Member in *Best's Insurance Professional Resources* is a strategic move to reach insurance decision makers who need to outsource their attorney, adjuster and expert service provider needs. You can raise your firm's visibility through our targeted search functionality, thought leadership opportunities and marketing tools.

## As a Qualified Member, You Can:



### **Tell potential clients about your company**

with an Online Profile that includes contact information, your company's logo, the services you offer, links to social media, press releases and high-profile cases.



### **Share your expertise**

on issues in the insurance industry by participating in Best's Insurance Law Podcasts, webinars and video interviews.



### **Help potential clients identify you**

by displaying the industry-recognized *BestMark* icon on your website and your marketing material. It instantly shows that you are client recommended and verified by AM Best.



### **Demonstrate your thought leadership**

with contributions to *BestConnect*®, our biweekly email with approximately 3,300 influential opt-in subscribers.



### **Stand out from your competitors**

by purchasing advertising on our website, *BestConnect* email and webinars. Qualified Members receive a special rate.



### **Keep up to date**

with a one-year subscription to *Best's Review*®, AM Best's monthly insurance magazine, provided to Qualified Members.

# Qualified Member Broadcast Opportunities

As a Qualified Member, you can participate in exclusive opportunities that showcase your industry expertise and thought leadership, while leveraging AM Best's unique reach and reputation within the insurance industry. Below are options available to you, all at no cost.

## Podcasts

Share your legal knowledge and opinions on insurance issues by participating in Best's Insurance Law Podcasts. Episodes are conveniently scheduled around your availability and recorded over the phone.

### Podcast Benefits

- A wide audience is reached through the AM Best website and Legal Talk Network's distribution partners.
- Podcasts are promoted through various channels such as press releases, email promotions, AM Best social media posts, and *BestConnect*, our biweekly email sent to over 3,300 opt-in subscribers.
- A podcast link is provided to post to your website and social media outlets.



## Video Interviews

Spotlight your expertise on trending, newsworthy events and topics impacting the insurance industry by participating in a video interview with an AM Best editor. Participants have the option of participating in person at AM Best's television-quality studio or remotely. Recordings are conveniently scheduled around your availability.

### Video Interview Benefits

- Your knowledge of a topic is discussed in a one-on-one setting.
- A video link of the interview is provided to post on your website and social media outlets.

## Webinars

Increase your visibility to the industry by participating in one of our upcoming sponsored webinars. These content-rich events explore key issues facing the insurance industry and consistently generate an enthusiastic response.

### Webinar Benefits

- Webinars are promoted prior to the live event through emails sent to targeted audiences, a press release, social media posts, and *BestConnect*, our biweekly email sent to over 3,300 opt-in subscribers.
- Registration is free for attendees and open to everyone.
- Webinar recuts, brief videos that outline key aspects from the live event, are published on AM Best's website, giving participants continued exposure.



# Upcoming Webinars



## February 2022

### **The Importance of Field Investigations in Commercial General Liability Claims**

Legal and claims experts review best practices for handling commercial general liability claims investigations, including the vital—but sometimes insufficient—on-site investigation work conducted by experienced and knowledgeable claims professionals.

## May 2022

### **Impact of Regulatory Changes on the Insurance Landscape**

Legal and regulatory experts examine the most significant emerging regulatory issues, including how insurers investigate and transact claims, select risk, combat fraud and defend against litigation, among other topics.

## October 2022

### **Generational Effects on Juries and Litigation Outcomes**

Juries are expected to increasingly reflect the perspective of post-Boomers, many of whom don't share their parents' views on corporate conduct, social responsibility and appropriate redress. How insurers are preparing for these attitudinal shifts, including changes in how they present, manage cases and communicate.

Webinar topics and scheduling subject to change.



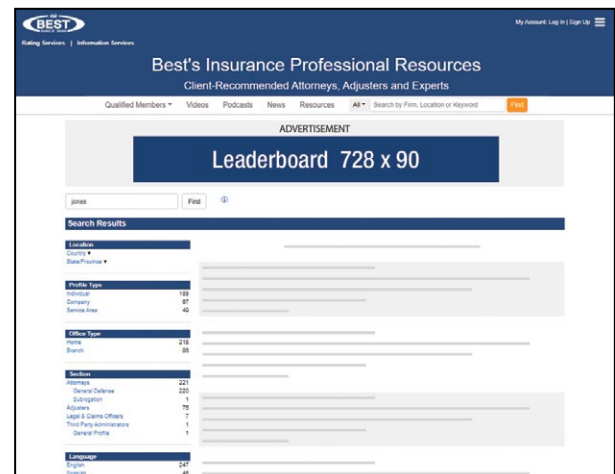
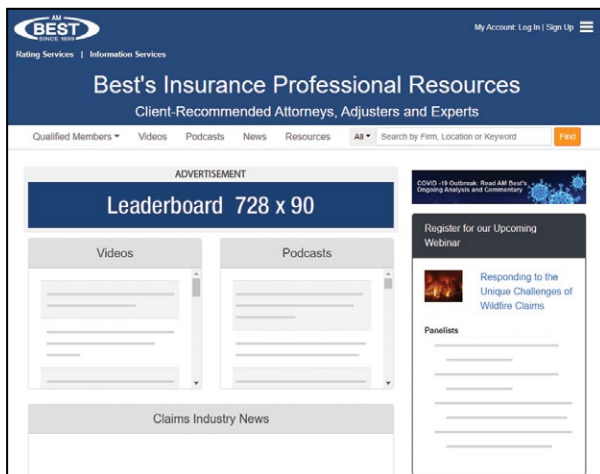
# Advertising

Best's Insurance Professional Resources offers several powerful advertising opportunities. Raise your company's visibility to AM Best's audience of top-level professionals by placing your message on our website, biweekly emails or webinars. Qualified Members receive a **special rate** on advertising. Please contact us for details.

## Website Advertising

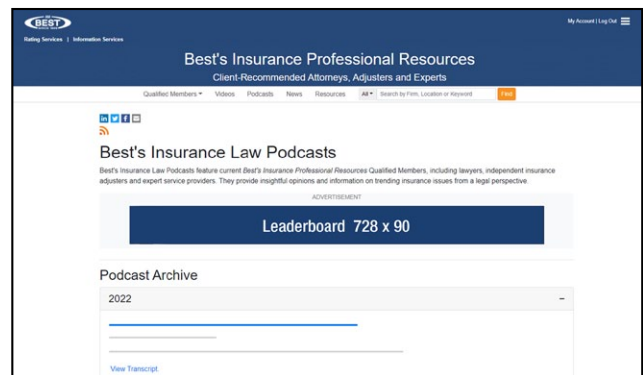
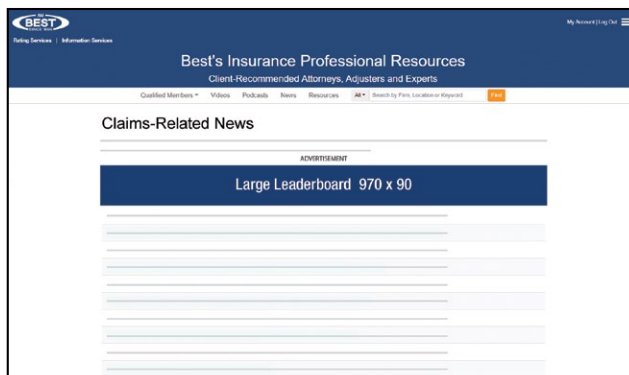
### Home and Search Results Pages

Grab the attention of insurance professionals with a rectangular or banner ad on our home page or our search results page.



### Claims-Related News and Best's Insurance Law Podcast Pages

AM Best produces claims-related news and podcasts that address insurance issues from a legal perspective. Your banner ad will get the attention of a highly engaged audience that depends on AM Best for insurance-focused news and thought leadership.



## Webinar Sponsorship

Get additional exposure and promote thought leadership by sponsoring one of our upcoming webinars. Each webinar runs for approximately 60 minutes.

### As a sponsor, you'll receive these benefits:

#### Before the webinar

- Your logo on webinar email promotions and the registration page.
- Your logo in promotions of the webinar in *BestConnect*®, our biweekly email with approximately 3,300 influential opt-in subscribers.

#### During the webinar

- Sponsorship announcement at the beginning of the webinar.
- The opportunity to participate as a panelist in the webinar.

#### After the webinar

- A list of webinar registrants and a list of visitors who accessed the archived webinar playback for up to one year.\*
- Media exposure on AM Best's On-Demand Informational Webinars page for a minimum of one year.
- A link to the webinar added to your profile (Qualified Members only).
- Sponsorship announcement at the beginning of the Webinar Recut—a stand-alone online video featuring the most impactful moments of the webinar, viewable on the *Best's Insurance Professional Resources* website and may appear on AM Best TV with AM Best TV advertising.

\*Contact information provided is subject to jurisdictional privacy regulations.

The screenshot displays the 'Best's Insurance Professional Resources' website. The header includes the title and a subtitle 'Client-Recommended Attorneys, Adjusters and Experts'. Below the header is a navigation bar with links for 'Qualified Members', 'Videos', 'Podcasts', 'News', 'Resources', and a search bar. The main content area is titled 'Claims Industry Videos' and features a large video player showing a webinar with five participants. To the right of the video player is a 'Best's Calendar' section with a link to 'A Look at Upcoming Industry Conferences and Events' and a 'Webinar Highlights' button. Below the video player is a 'Now Playing' section with a row of video thumbnails, including 'Expert Servi...', 'Smoke Rem...', 'HVAC Investi...', 'Attorney: Pol...', and 'Psychologist...'. At the bottom of the page, there is a link to 'Register to be notified of new AM Best TV Episodes'.

# Email Advertising


## **BestConnect, our biweekly email**

Over 3,300 opt-in subscribers receive *BestConnect* for insurance industry news, recent podcasts and webinars, news about our Qualified Members and more. Reach this target audience with a banner ad in this popular email.

BestConnect®

AM  
BEST  
SINCE 1899

Linking Expert Insight with Claims and Insurance Industry Decision Makers




Webinar Recap: Claims Attorneys - Fight Over COVID-19 Coverage Still in Early Rounds

Advertisement

Banner Ad 468 x 60

Qualified Member Press Release  
Qualified Member law firm [Sargent & Wondolowski](#) congratulates Daniel S. Schrode II on his promotion to Partner. Read the full [press release](#).



Video  
In an AM BestTV [interview](#), Daniel and Marv Herbert of Florida independent adjusting firm Three Griffins, look at The Tymebook app and how it uses AI to track claims progress with independent adjusters.

Insurance Law Digest Alert  
Thank you to Qualified Member law firm [Hughes White Colbo Wilcox & Tencore, LLC](#) of Anchorage, Alaska for revising the [Alaska Insurance Law Digest](#).

Advertisement

Banner Ad 468 x 60

## **Need help with ad design?**

Your purchase includes complimentary ad design by our team of expert graphic designers. They will work with you to create an advertisement that helps you stand out from the competition.





# Best's Recommended Insurance Attorneys

## Sample Online Profile

### 1 BestMark

A *BestMark* icon establishes your firm's client-recommended status. Feature it on your website as well as in marketing materials and online advertising.




### 2 Firm Logo

Include your firm's logo in your online profile free of charge (logo hyperlinks to your website).

### 3 Contact Information

Provide access to key contact information more quickly with hyperlinks to web and email addresses.

### 4 Social Networking

Include links to your profile on social networks (i.e.,  Facebook,  LinkedIn and  Twitter).

Note: Facebook is available only on Company level.

### 5 Practice Areas

Spotlight your firm's areas of expertise with easy-to-read bulleted callouts. Practice areas are also important search options to point potential clients to your firm.


### 6 About Us

Better define your firm with a more extensively detailed profile.


### 7 Additional Locations

Take advantage of individual branch profiles at a discounted rate, making your firm visible for geographical searches.

1



AM  
BEST  
Client Recommended  
Attorneys  
2022

2


Smith, Doe & Jones

Best's Recommended Insurance Attorneys -  
General Defense

3

Professional Center, Suite 4, 123 Main Street, Atlanta, Georgia 30000   
Telephone: 800-555-8000 Fax: 770-555-8001 E-Mail: [info@yourlawfirm.com](mailto:info@yourlawfirm.com) Website: [www.yourlawfirm.com](http://www.yourlawfirm.com)  
 Virtual Appointments Available  
Mailing Address: P.O. Box 2022, Atlanta, Georgia 30000  
Established: 1899

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[About Us](#) | [Additional Locations](#) | [Client Information](#) | [Personnel](#) | [Articles](#) | [Service Areas](#)

5

#### Practice Areas

- Administrative Law
- Americans with Disabilities Act
- Appellate Practice
- Complex Litigation
- General Defense
- Employment Law
- Bad Faith
- Insurance Coverage
- Insurance Fraud
- Uninsured and Underinsured Motorist
- Professional Malpractice
- Mediation
- Negligence
- Personal Injury
- Premises Liability
- Product Liability
- Subrogation
- Toxic Torts
- Workers' Compensation
- Motor Vehicle Liability
- Defense of Insureds
- Sovereign Immunity and Governmental Defense

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#### About Us

Since 2005, our firm has focused on the defense and resolution of civil litigation. This allows us to bring deep knowledge, skills and resources to the negotiating table and the courtroom. We know the law. We know the courts. Most importantly, we know our clients and work to accommodate their needs.

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#### Additional Locations

Savannah Georgia

765 First Avenue, Suite 400  
Savannah, Georgia 31901  
Telephone: 706-555-6000  
Fax: 706-555-6001

Tallahassee Florida

432 Second Avenue  
Tallahassee, Florida 32000  
Telephone: 850-555-1000  
Fax: 850-555-2000

## 8 Client Information

Display past clients to show your experience in the industry.

## 9 Personnel Information

Showcase an individual attorney's outstanding credentials with an enhanced personnel profile that can include memberships, publications and certifications. Individual bios are also searchable on our attorney search page.

## 10 Articles/Links/High-Profile Cases

Links to articles, blogs, press releases, high-profile cases—all can be added to your profile at no additional cost.

## 11 Podcasts

If you participate in a podcast, the audio player will automatically be uploaded by AM Best.

## 12 Geographic Service Areas

Utilize cost-effective service area profiles to promote your firm in geographic areas you practice but don't have a physical office.

## 8 Client Information

### Insurance Clients

Allstate Insurance Company  
Cotton States Insurance Companies  
Classic Fire & Marine Insurance Company  
First of Georgia Insurance Company

### Non-Insurance Clients

AIB Claims Management, Inc.  
Gordon Trucking, Inc.  
Baptist Hospital  
MCV Associated Physicians

## 9 Personnel Information

### Partners

#### Stephen Smith

Atlanta, GA

Email: [ssmith@yourlawfirm.com](mailto:ssmith@yourlawfirm.com)



#### Admitted

- Georgia, 1991
- Illinois

Mr. Smith has professional experience in the following areas of civil defense litigation: personal injury, security and premises claims, first and third party litigation, motor vehicle law to include uninsured motorist and PIP claims, bad faith defense, declaratory actions, fraud litigation, arson litigation and professional malpractice.

#### Memberships:

- The Georgia Bar (Trial Lawyers Section)
- Illinois State Bar Association (Tort Law and Insurance Law Sections)
- Hillsborough County and St. Petersburg Bar Associations
- Florida Defense Lawyers Association (Board of Directors)

#### Education:

- Oral Roberts University, B.A. (cum laude), 1985
- Stetson University College of Law, 1990

Born: 1965

## 10 Additional Links

[Relationships Evolve Between Insurers and Attorneys - DRI 2015 Video](#)

[Pennsylvania Insurance Law Digest](#)

## 11 Insurance Law Podcasts



Legal Talk Network - The Approaching Wave of Autonomous Vehicles Drives New Risks to Insurers



Legal Talk Network - The Defending Construction Claims Under the New York Labor Law Statutes



Legal Talk Network - The Emerging Global Cyber Ransom Threats Require a Strategic Response From the C-Suite

## 12 Service Areas

Tallahassee, Florida 150 miles

Athens, Georgia 33 miles

Augusta, Georgia 75 miles

# Best's Recommended Insurance Adjusters

## Sample Online Profile

### 1 BestMark

A *BestMark* icon establishes your client-recommended status. Feature it on your website as well as in marketing materials and online advertising.




### 2 Company Logo

Include your company logo in your online profile free of charge (logo hyperlinks to your website).

### 3 Contact Information

Company name and contact information are included with your base cost. Provide access to key contact information more quickly with hyperlinks to web and email addresses.

### 4 Social Networking

Include links to your profile on social networks (i.e.,  Facebook,  LinkedIn and  Twitter).

Note: Facebook is available only on Company level.

### 5 Services


Include up to 60 searchable services.

### 6 About Us


Better define your company with a more extensively detailed profile.

### 7 Additional Locations


Adjusters can include complete branch address information in their web profile.



**B.G. SMITH, INC.**  
INDEPENDENT ADJUSTERS & INVESTIGATORS



### Best's Recommended Insurance Adjusters






Professional Center, Suite 4, 123 Main Street, Cherry Hill, New Jersey 08000

Telephone: 908-555-8000 Fax: 908-555-8001 E-Mail: [info@youradjustingco.com](mailto:info@youradjustingco.com) Website: [www.youradjustingwebsite.com](http://www.youradjustingwebsite.com)

Mailing Address: P.O. Box 6045, Cherry Hill, New Jersey 08000

Established: 1996

[Services](#) | [Additional Locations](#) | [Professional Memberships](#) | [Personnel](#) | [Service Areas](#)

Distance to Cherry Hill: 12 Miles

New Jersey State License #36351, 852127 & 585416  
Pennsylvania State License #A0189, 3000303074  
Delaware State License #96034  
Maryland State License #3612147  
New York State License #370583  
Connecticut State License #668812  
Rhode Island State License #668123  
Massachusetts State License #3612147  
Vermont State License #2300671

### Services

- 24 Hour Service
- Trucks
- Heavy Trucks
- Heavy Equipment
- Trucking Liability
- Motor Truck Cargo Losses
- Truck and Heavy Equipment Appraisals
- Heavy Equipment Appraisals
- Automobile (All Lines)
- Specialty Automobile
- Inland Marine
- Marine Hull
- Hull and Cargo
- Marine Cargo Losses
- Cargo
- Buses
- Mobile Homes

- Motorcycles
- Toxic Spills
- Commercial Liability
- General Liability
- Property
- First and Third Party Property Damage
- Commercial Property
- Statements
- Photographs
- Subrogation
- Third Party Administration
- Salvage Services
- Residential Property
- Tractor Trailers
- Waste Haulers
- Limos
- Ambulances

### About Us

We have been hard at work resolving challenging claim issues for over 14 years, and we remain committed to reviewing every component of your claim, making sure that the payments we advise are reasonable and appropriate for the damages at hand.

### Additional Locations

Kingman, AZ



## 9 Professional Memberships

List up to 20 association memberships.

## 10 Service Area

Describe your service area.

## 11 Personnel Information

Showcase an individual adjuster's outstanding credentials with an enhanced personnel profile that can include memberships, publications and certifications. Individual bios are also searchable on our adjuster search page.

## 12 Articles/Links/ High-Profile Cases

Links to articles, blogs, high-profile cases—all can be added to your web profile at no additional cost.

## 13 Podcasts

If you participate in a podcast, the audio player will automatically be uploaded by AM Best.

## 14 Geographic Service Areas

Utilize cost-effective service area profiles to promote your company in geographic areas you practice but don't have a physical office.

## 9 Professional Memberships

Southern Nevada Claims Association  
Nevada State Claims Association  
Truck Frame and Axle Repair Association  
Risk and Insurance Management Society, Inc. (RIMS)

## 10 Service Areas

Barneгат, New Jersey  
Cherry Hill, New Jersey

## 11 Personnel Information

Charles A. "Chuck" Keller, Owner/President  
Steve Toth, Heavy Equipment Specialist  
Barbara Pignato, Administrative Assistant

## 12 Additional Links

[Coverage Area Map](#)

## 13 Insurance Law Podcasts

- 1 Legal Talk Network - The Approaching Wave of Autonomous Vehicles Drives New Risks to Insurers
- 1 Legal Talk Network - Defending Construction Claims Under the New York Labor Law Statutes
- 1 Legal Talk Network - Emerging Global Cyber Ransom Threats Require a Strategic Response From the C-Suite

## 14 Service Areas

Barneгат, New Jersey  
Cherry Hill, New Jersey



# Best's Recommended Expert Service Providers

## Sample Online Profile

### 1 BestMark

A *BestMark* icon establishes your client-recommended status. Feature it on your website as well as in marketing materials and online advertising.




### 2 Company Logo

Include your company logo in your online profile free of charge (logo hyperlinks to your website).

### 3 Contact Information

Provide access to key contact information more quickly with hyperlinks to web and email addresses.

### 4 Social Networking

Include links to your profile on social networks (i.e.,  Facebook,  LinkedIn and  Twitter).

Note: Facebook is available only on Company level.

### 5 About Us

Better define your company with a more extensively detailed profile.

### 6 Services Rendered


Include up to 60 searchable services.

### 7 Qualifications



Tell us about your qualifications. Up to 500 characters are included in your base cost.

### 8 Additional Locations

Include two full addresses or up to 25 city/state names.



**JONES ENGINEERING, INC.**



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Best's Recommended Expert Service Providers -  
Forensic Engineering Experts

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Professional Center, Suite 4, 123 Main Street, Hoboken, New Jersey 08000  
Telephone: 800-555-8000 Fax: 908-555-8001 E-Mail: [info@yourfirm.com](mailto:info@yourfirm.com) Website: [www.yourexpertwebsite.com](http://www.yourexpertwebsite.com)  
Established: 1980

4

    
[About Us](#) | [Services Rendered](#) | [Qualifications](#) | [Professional Memberships](#) | [Service Area](#) | [Personnel](#)

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Fully licensed, bonded, and insured.  
New Jersey License #P123

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#### About Us

Jones Engineering, Inc. is a full-service forensic engineering company. We offer a wide array of services catered to the needs of each and every client. We offer locates, backgrounds, web canvassing, and we specialize in overall situational awareness and successful surveillance operations throughout the United States with electronic delivery of report and video footage. Since 1993, we have handled over 25,000 claims-related surveillance assignments. We boast a video ratio of over 90% and typically show our clients an average return of over 100% on their surveillance investment.

Having been in business since 1993, we offer a complete understanding of many types of forensic engineering and client needs. Our goal is to consistently provide result-oriented investigations to our clients whether they are a small private client or a large national corporation. Slow and steady growth from repeat and referred clients is the secret to our success! All employees are set up to access their case files remotely, allowing convenience, flexibility, and efficiency to our work environment. We pride ourselves on our ability to offer quick turnaround times with results that have been proven to mitigate high and low exposure claims.

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#### Services Rendered

- Successful Surveillance Operations
- Insurance Fraud Investigations
- Litigation Support
- Background Investigations
- Due Diligence
- Insurance Litigation Support
- Litigation Preparation

'Access Alerts' and 'Digital Discovery' products enable us to identify digital footprints for each subject and continuous monitoring of the subject's online activities. Access began developing these types of smart web searches back in 2001 and has been continuously improving these products since. We developed our own proprietary methods that have proven to be far more effective than our competition for claims and litigation preparation. We provide services nationwide. If you are the decision maker for a WC, LTD, FELA, Auto claims program or responsible for overall risk management, we would be glad to provide you with a free trial of our products with no obligation. The results will speak for themselves and can be arranged direct, through your carrier or TPA, even if they have a national contract.

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#### Qualifications

We employ the finest investigators and support staff in the industry and pride ourselves on our selections process and comprehensive training. Our surveillance operatives conduct surveillance 40+ hours each and every week averaging over 2000 hours per year.

8

#### Additional Locations

Savannah, GA  
Tallahassee, FL

**9 Professional Memberships**  
List up to 20 association memberships.

**10 Service Area**  
Describe your service area.

**11 Personnel Information**  
Showcase an individual's outstanding credentials with an enhanced personnel profile that can include memberships, publications and certifications. Individual bios are also searchable on our expert service provider search page.

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**14 Geographic Service Area**  
Utilize cost-effective service area profiles to promote your company in geographic areas you service but don't have a physical office.

**9 Professional Memberships**

National Council of Investigative & Security Services  
Licensed Private Detective Association of New Jersey  
Society of Automotive Engineers  
National Fire Protection Association  
National Association of Fire Investigators  
American Institute of Chemical Engineers  
American Society of Mechanical Engineers  
American Society of Civil Engineers  
Forensic Expert Witness Association

**10 Service Area**

Providing research and consultation services and expert testimony for the courts throughout the United States, Canada and the worldwide.

**11 Personnel Information**

**Robert Jones, Ph.D., P.E., President**

**Years of Experience: 15**

Robert Jones is a nationally recognized forensic expert in the area of automobile and heavy truck fraud detection, automotive theft cases, and fire analysis. He has handled cases as far away from his New Jersey base as Canada and California.

**Memberships:**

National Fire Protection Association

**Publications:**

Author of 43 Technical Publications

**Certifications:**

Registered Professional Engineer in New Jersey, New York and Pennsylvania. Certified Master Automobile Technician; Certified Diplomate Forensic Engineer by National Academy of Forensic Engineers under Council of Engineering Specialty Boards

**Reported Cases:**

Throughout his career, Mr. Jones has been involved in numerous legal projects involving the forensic investigation and reconstruction of major fires and explosions, including the interpretation, application and the assignment of responsibility. Mr. Jones has provided expert testimony on the subjects of fire and explosion phenomena; cause and origin; fire behavior, spread and development; design, adequacy and performance of public/private fire protection systems; fire prevention; fire protection and building codes; fire resistant construction and fire safe building design

**12 Additional Links**

[Coverage Area Map](#)

**13 Insurance Law Podcasts**

Legal Talk Network – The Approaching Wave of Autonomous Vehicles Drives New Risks to Insurers

Legal Talk Network – Defending Construction Claims Under the New York Labor Law Statutes

Legal Talk Network – Emerging Global Cyber Ransom Threats Require a Strategic Response From the C-Suite

**14 Service Area**

Providing research and consultation services and expert testimony for the courts throughout the United States, Canada and the worldwide.

# Business Development



Doug Doremus  
Associate Director  
AM Best - Information Services  
Business Development  
(908) 439-2200, ext. 5170  
doug.doremus@ambest.com



Lori Sadukas  
Associate  
AM Best - Information Services  
Business Development  
(908) 439-2200, ext. 5078  
lori.sadukas@ambest.com

## Editorial



John Czuba  
Managing Editor  
AM Best - Information Services  
*Best's Insurance Professional Resources*  
(908) 439-2200, ext. 5673  
john.czuba@ambest.com

Meet the *Best's Insurance Professional Resources* Business Development Team ▶

### Questions?

Please call (908) 439-2200, ext. 5904, or email [professionalresources@ambest.com](mailto:professionalresources@ambest.com).

[www.ambest.com/professionalresources](http://www.ambest.com/professionalresources)





1 Ambest Road • Oldwick, NJ 08858  
[www.ambest.com/professionalresources](http://www.ambest.com/professionalresources)