



The MIHIGroup
Attn: Greg Southorn
10 South Front Street, Suite 301
Belleville, Ontario
K8N 2Y3

Dear Greg,

It has been an absolute pleasure working with you and the entire MIHI team. The results we have achieved using your SRS Program are astonishing. Our net growth in commercial lines had been flat for two years and after implementing the program we saw an unbelievable increase in both new commercial businesses along with a double digit increase in our brokerage net revenue.

With the use of the MIHI tools, support, and coaching, we have strengthened our sales team. Our producers are equally elated with the results and now work efficiently with pipeline reports, sales meetings, and are regular participants of sales seminars. Bryson producers are enjoying much higher closing ratios, and larger revenue generating portfolios.

I would, without hesitation, recommend the Sales Revenue Solution program to any brokerage looking to be a top revenue growth performing brokerage.

Sincerely,

Tracy L. Makris, CAIB, CIP
President
Bryson & Associates Insurance Brokers Ltd.

DEPENDABLE INSURANCE. OUR ASSURANCE. 

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