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AUSTIN & STANOVICH ANNOUNCE CONSULTING SERVICES FOR INSURANCE AGENTS AND BROKERS

DOUGLAS, MA– Oct. 18, 2004 – Austin & Stanovich Risk Managers LLC, a national provider of risk management consulting and insurance advisory services, announced today its consulting practice for insurance agents and brokers.

“Most risk management and insurance consulting firms are engaged directly by individuals charged with managing risk and purchasing insurance for their organizations. We are no exception. There are consulting firms that assist agents and brokers manage their businesses, but we are not aware of any firms that provide risk or insurance expertise. We are often approached by agents and brokers with technical questions related to how to handle their client’s risk and insurance issues. We have been asked to assist with coverage arrangements, restructure complex insurance programs and comment on risk implications in contracts” stated Craig F. Stanovich, Principal of Austin & Stanovich.

“We provide objective, independent analysis of risk and insurance issues. We do not sell insurance or have any intention to do so. We offer agents and brokers solutions and provide their clients with state of the art risk and insurance expertise” said William K. Austin, Principal of Austin & Stanovich. “We understand clients expect accurate and timely response to their risk issues. We provide a cost effective means for agents and brokers to grow their business by supplementing their expertise for a particular client or risk issue. It is often less expensive to out-source activities to us than to add employees to the agency.”

Details on Austin & Stanovich Risk Managers LLC and the agent/broker practice can be obtained at www.austinstanovich.com. Based in New England, the company has offices in MA and RI.