



7/10/2015

To Whom It May Concern,

Tropical Asphalt, Inc. has worked with Lisa Sandoval Insurance Services for over a decade since Lisa took over as Broker of Record in 2003. She has provided our company with exceptional service for our group medical and dental plans over the years. Lisa worked with several of our General Managers showing great consideration for the needs of our employees, as well as our budget concerns as the employer.

Her office has helped us with new enrollments, enrollment changes and terminations, billing and claims issues, group insurance renewals, and any other questions or problems that came up. At renewal time, Lisa reached out to our office with plenty of time to fully research all our best options. She has helped us seamlessly switch insurance carriers when doing so benefited our company and employees.

When our company decided to change our contribution strategy for employee premiums, Lisa was an asset in helping us shop carriers and plan options. It was determined that moving carriers was appropriate at this time, and Lisa and her team came out to help us explain the changes to our employees in an enrollment meeting. She made herself available to answer any questions and help our employees find doctors and enroll in the plans that would best meet their needs.

Recently, Tropical Asphalt decided to consolidate operations at our Florida headquarters. However, if we ever decide to offer California health plans to our employees again, we would like to work with Lisa Sandoval Insurance Services. I feel confident that Lisa would be a great choice of health insurance broker for any company offering group insurance.

Sincerely,

Dustin Robinson
CFO and In-house Legal Counsel

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