



# Keep Your Clients In Business When Disaster Strikes

## Business Income Insurance & Disaster Recovery – A free seminar for business professionals.

Learn from Professional Loss Consultants and insurance claim experts. Put their proven solutions to work for you and your clients. There's no cost to you for this valuable seminar that's delivered in person, at your office. In addition, insurance professionals earn three CE units within three hours by attending.

**Expert knowledge and ability:** With decades of experience as a practicing attorney, insurance industry insider and professional loss consultant, Paul Migdal, Esq. offers proven solutions. Paul shares detailed knowledge of how insurance policies actually apply in different disaster scenarios.

The focus is on helping business and property owners overcome and bounce back from a fire, flood or other major disaster. Real-world examples and anecdotes characterize his presentation style and make this lively seminar both useful and entertaining.

Adjusters International offers this valuable seminar to business and insurance professionals, since we work in concert to keep the insurance policyholder afloat when a fire, flood or other major disaster strikes. We help the policyholder avoid financial distress or even ruin by handling all the details of a major insurance claim and by negotiating a fair settlement on their behalf.



Paul M. Migdal, J.D.

“This was the best – I recommend this to all businesses, not just producers.”

– Allen Salsbury, President, Salsbury & Associates Insurance



“Very interesting, good info. Speaker was very good and kept the class moving. Very worthwhile.”

– Mike Grossi, Executive VP  
Aon Risk & Insurance Svcs.

“Would want him on my team.”

– Thornton Guild, Agent  
American Mutual Insurance

Some of the insurance agencies and professional organizations that have taken this seminar in the past year. This seminar consistently earns excellent reviews from participants and you're welcome to contact them for a reference:

CAL Insurance & Associates  
– San Francisco, California

Lovitt & Touché  
– Tempe, Arizona

Hill & Usher  
– Scottsdale, Arizona

General Southwest  
– Phoenix, Arizona

Finance Insurance  
– Honolulu, Hawaii

Atlas Insurance  
– Honolulu, Hawaii

Mutual Underwriters  
– Honolulu, Hawaii

Marsh USA, Inc.  
– Honolulu, Hawaii

Servco Insurance Svcs  
– Honolulu, Hawaii

King & Neel  
– Honolulu, Hawaii

John H. Connors Ins.  
– Honolulu, Hawaii

Business Insurance Svcs  
– Honolulu, Hawaii

Pyramid Insurance Centre  
– Honolulu, Hawaii

Pennbrook / CAIB  
– San Francisco, California

Insurance Associates  
– Honolulu, Hawaii

Aon Risk Services  
– Honolulu, Hawaii

Cavanah Associates  
– Honolulu, Hawaii

American Mutual Group  
– Honolulu, Hawaii

Salsbury & Associates  
– Fremont, California

DiBuduo & DeFendis Insurance  
– Fresno, California

National Association of Insurance Women  
– San Francisco, California

Agri-Center Insurance  
– Fresno, California

McDonald Insurance  
– Kirkland, Washington

AH&T Insurance  
– Seattle, Washington

Kibble & Prentice, USI  
– Seattle, Washington

Baldwin Resource Group  
– Bellevue, Washington

Moloney + O'Neill  
– Spokane, Washington

United Valley Insurance Services  
– Fresno, California

Andreini & Company  
– San Mateo, California

Winn & Company Insurance  
– Hollister, California



“Paul was very dynamic and made the presentation a pleasure to sit through. I look forward to the next course.”

– Robert Saragosa, Agent  
Marsh USA, Inc.

“Great job! I really learned a lot. Thank you!”

– Grant Baldwin, Vice President  
Baldwin Resource Group, Inc.

**To book a seminar, contact:**

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