

THE FRANCES NEWSLETTER

September 2006

Frances, L.L.C.

Vol. 2, No.9

President's Message

I am happy to report that the progress with building improvements is well ahead of schedule. I am very happy with the look and condition of the building. However, there are always improvements that can be made and we are continuing to look at new improvements. When the window project is completed I am planning on other major improvements. Some of the projects I have in mind are: Remodeling bathrooms, improving lobby areas, continue to upgrade air conditioning units and at some point figure out if it is possible improve the exterior as well.

Building Management

Too good to be true – Free Wireless Internet???

Can't be as good – if it's free - he thought. Skeptical at first, he delayed making the change. No one likes change. When Brian Johnson, Principal Financial Group relocated from 2nd floor to Suite 333 he called the office and decided to give it a try. Brian says, "I was surprised! Can't see any difference between using the old connection that I had to pay for! I was ready to go within an hour. Took advantage of the free e-mail too, although I can still access the email I have had for years. Can't believe I didn't make the switch and save the expense months ago.



Rent Referral = Free Parking Space for a year

We have several spaces for storage available and the following OFFICE SPACE for lease: Suite 238–1096 Suite 341–272, Suite 400–1900, Suite 433–1977, Suite 441–272, and Suite 620–640 Sq ft. See office for details.

Bob's Corner



Carpenter, Craig Adams shown opening a new doorway from the current office space to a new conference room for the Harold Widdison Law Firm on 6th floor.



Bob stayed especially busy during August making certain all the Air-Conditioners were working properly and keeping you comfortable.

Brokers Alliance - Suite 202

Brokers Alliance is a Managing General Agency that was started in November of 1994 by Kelly Engelhardt. The Agency represents health insurance carriers and serves over 700 insurance agents throughout the Midwest. They are licensed in 14 States and distribute health insurance products through these agents offering both group and individual products. They are specialists in health savings accounts and health reimbursement accounts providing employers a cost savings option for providing group health insurance to their employees.

Mr. Engelhardt tells us, "60% of employers offer some type of health insurance to their employees; this number is down from 69% last year. We believe employers who are responsible and see the value in sponsoring access and security to their employees by providing health insurance should have cost effective means for doing this. We help insurance agents design plans that represent the actual needs and utilization of the particular employer in question. This enables us to offer plans that help employers attract and retain quality employees while managing their healthcare costs for the long term."



Kelly added, "At Brokers Alliance we build our business on service. We keep our expenses low and results high. We offer the fastest and most efficient administration in the insurance industry. We eliminate administrative paperwork for the agent and minimize the enrollment process for the employer. All other elements being equal we feel that a higher level of service is what sets us apart from our competition."

Eunice Acker, Vice President, has over 20 years experience in administration. Her background includes claims adjudication and management, claim system support and design, preferred provider support, case management and health underwriting and screening.

Marlys Sorenson provides 24 hour quote turn-around and agent support and administrative direction. Together they provide a level of service unmatched in the industry.

Kelly, originally from Mt Home, Idaho has over 25 years of experience in the health insurance arena. A vital part of Kelly's life is community service. He is active in his church as well as an active member of the Sioux City Cosmopolitan club. He has held numerous positions including President at the local level, Lieutenant Governor at the Federation level and was the recipient of several awards such as the Patrick J Hodgkin's and became the 1997 Cosmopolitan of the year. He stays physically active by working- out daily and training for Adventure Racing. He is an avid golfer and enjoys motorcycle riding on his Harley. He resides with his wife Sarah and son Isaac who just celebrated his 1st birthday, and, their 2 miniature schnauzers.