



1230 U.S. Highway 24  
Eureka, IL 61530  
Phone: 309-467-4847  
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September 28, 2021

RE: Letter of Recommendation for Jake Swank with Family Heritage (Globe Life)

To Whom it May Concern:

Blunier Builders, Inc. of Eureka, IL is pleased to have signed on with Jake from Family Heritage for supplemental insurances. Our company had only offered the typical group health benefits plan, where now Family Heritage enabled us to offer our employees extended coverages for Accidental Injury, Cancer Care, Heart Care, and Intensive Care. In these post-pandemic times, we need to offer every benefit we can, not only to retain our workforce, but to recruit and hire for our continued growth.

Jake went above and beyond the call of duty. Only about one-third of our workforce is in the office, which he was very accommodating to meet with everyone and explain the different policies and what they had to offer. The other two-thirds of our workforce are on jobsites and rarely come to the office. Jake spent many hours visiting our crews on the jobsite, even bringing them pizza at lunch to be able to explain the program. We were surprised to see the overwhelming positive response of our employees toward this type of program, and we are extremely thankful as this helps build our company culture.

One of the owners of our company had been approached by Family Heritage almost 15 years ago, and purchased the plan. Not many years after the initial purchase, he found it paying dividends. We also just experienced a loss of one of our key foremen due to cancer. This was a wake up call to everyone in the organization. There were numerous fundraisers for his family to help cover costs. It made us realize first hand the costs associated with a severe disease that health insurance doesn't cover.

We highly recommend Family Heritage and encourage you to listen to what they offer, it is worth it!

Regards,

A handwritten signature in blue ink that reads 'Ted Schieler'.

Ted Schieler

Financial Controller

Blunier Builders, Inc.