

## Benefits, Services and Products

### Individual Benefits and Services

Life Insurance  
Health Insurance  
Auto Insurance  
Home Owners Insurance  
Excess Liability/Personal Umbrella Insurance  
Tenant / Renters Insurance  
Boat and Personal Watercraft Insurance  
Disability Insurance  
Long Term Care Insurance  
Medicare Supplement, Medicare Advantage & PDP  
Pre-Paid Legal Plans  
IRAs & Roth IRAs  
Annuities  
Viatical Settlements  
Loan Services

### Employer Sponsored Benefits

Health Insurance  
Life Insurance  
Disability Insurance  
Dental Insurance  
Long Term Care Insurance  
Critical Care and Cancer Insurance  
Retirement Plans - Qualified & Non-Qualified  
Pre-Paid Legal Plans

### Seminars

Retirement Planning  
Charitable Giving

### Employer / Corporate Plans

Commercial Property and Liability Insurance  
Life Insurance (Key Employee, Nonqualified Plans,  
Business Continuation Plans, Split Dollar)  
Corporate Retirement Plans – Qualified & Non-  
Qualified

*Some products and services may not be available in all states or jurisdictions and are subject to change. Additional services and products may available upon request.*

*Please indicate the benefits or services you are interested in finding out more about by checking the appropriate boxes. Please complete information below. Tear off this panel and return in separate envelope or fold, seal and mail the brochure.*

## BSAI AND BSIA, INC.

### How To Contact Us

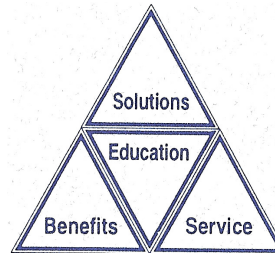
Phone: (540) 586 - 4195  
Toll Free: 1 - 800 - 888 - 6405  
Fax: (540) 586 - 3311  
E-mail: [garry@bsinva.com](mailto:garry@bsinva.com)  
<or> [mark@bsinva.com](mailto:mark@bsinva.com)

### Bedford Office

752 Burks Hill Road  
P. O. Box 966  
Bedford, VA 24523

(Near the entrance to the D-Day Memorial)

That's right, with just one toll-free phone call or e-mail, the professionals of Benefit Solutions can provide you with information on just about any financial service or benefit available in the market today. We want the opportunity to forge a lasting relationship with you. Give us the chance to earn your business. We're confident you will become another one of our satisfied clients.



*Providers of value-added solutions to benefits and services through education.*

BSAI Brochure # GEN-002-(VA)-Rev 200811

## Discover the Power of Choice

### Company Sponsored Benefits

Health Insurance  
Life Insurance  
Disability Insurance  
Dental Insurance  
Long Term Care Insurance  
Critical Care and Cancer Insurance  
Retirement Plans - Qualified & Non-Qualified

### Employer / Corporate Plans

Commercial Property and Liability Insurance  
Life Insurance (Key Employee, Nonqualified Plans,  
Business Continuation Plans, Split Dollar)  
Corporate Retirement Plans – Qualified & Non-  
Qualified

### Individual Benefits and Services

Health Insurance  
Life Insurance  
Auto Insurance  
Home Owners Insurance  
Excess Liability/Personal Umbrella Insurance

As the only local Bedford agent, we proudly represent Southern Insurance Company of Virginia. Call us for a free quote to see how much you can save today.

## BENEFIT SOLUTIONS INSURANCE

# (540) 586-4195

A member of the  
Garry Howard Group

Name – Please Print or Type

Phone Day

Phone Evening

**BENEFIT SOLUTIONS  
ASSOCIATES, INC.**

Benefit Solutions Associates, Inc. is a provider of solutions to financial benefits and services through education. Our focus is to help clients understand what they need to do to enhance and complete their plans for financial success ... for individuals and employers alike.

Someone once said "... we would all do the right thing if we only knew what the right thing was ...."

Our goal is to become your resource ... to provide the necessary information and education for you to choose the appropriate benefits, services, and products that have stood the test of time ... as well as provide access to the new services and products as they become available.

**WHAT WE CAN DO  
FOR YOU**

BSAI provides access to professionals throughout the financial services industry. These professionals include those who have earned the appropriate licenses. These professionals are a resource for our clients and assist them in making informed decisions about benefits, services and products. They can assist in coordinating existing benefits and programs with any additional products or programs that help the client meet their goals and objectives.

**THE MISSION OF BSAI**

- ◆ *To be a resource for our clients by providing value-added benefits and services for business and personal needs.*
- ◆ *To provide the link through education for businesses and individuals to effectively access and utilize benefits and services.*
- ◆ *To forge mutually beneficial and enduring relationships with our clients by providing benefits and services in the most cost efficient manner.*
- ◆ *To provide the service our clients deserve.*

**WHAT YOU CAN DO TO  
HELP YOURSELF**

We welcome the opportunity to serve your needs. If you have a question about a current benefit, service, or product ... want to be sure your current costs are in line ... or wish to explore a any of the additional benefits or services we can provide, you can contact us at any of the following:

Phone: (540) 586-4195  
Toll Free: 1-800-888-6405  
Fax: (540) 586-3311  
E-mail [garry@bsinva.com](mailto:garry@bsinva.com)  
<or> [mark@bsinva.com](mailto:mark@bsinva.com)

*Or return the attached card with your request for information.*

Postage  
Necessary  
For  
Delivery

Return Address:

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**Benefit Solutions Associates, Inc.  
P.O. Box 966  
Bedford, VA 24523-0966**