

**Discover your next staffing solution:  
experienced, tech savvy and newly  
retired workers from WAHVE.**



## At a Glance



Work at Home Vintage Employees (WAHVE) is a unique, cost-saving, domestic remote staffing contract solution for the insurance industry. WAHVE uses an innovative work-at-home model to engage “vintage employees” (wahves) who work from home on a full-time, part-time or project basis.

Wahves have decades of experience at U.S. insurance agencies and brokerages, carriers, and vendors. Since they are based in the United States, the usual outsourcing hurdles of knowledge work, business culture, industry acumen, and language are not an issue. These vintage employees deliver operational solutions and increased efficiencies by performing back office process work, full customer service work or project work, leaving clients free to focus on new opportunities and increased revenue.

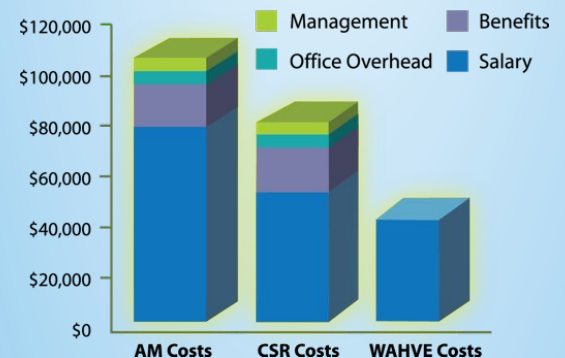


**Companies who need and  
value talent will continue  
to have access to the  
brainpower of retired  
employees.**

## WAHVE delivers bottom line savings

- Save 40%-50% on staff costs and overhead
- Free up highly-paid staff for more time with clients and prospects increasing retention, new business and revenue
- Lower costs + higher revenue = increased margins and revenue per employee
- Save on hiring, training, managing and turnover costs
- Change fixed costs to variable costs for full-time or part-time staffing or project work
- No worries about health care changes, tax increases or political/public relations consequences of overseas outsourcing
- Generate operational efficiencies and drive growth

## Agencies can save 50% on staff costs!



# wahve®

Work At Home Vintage Employees



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Endorsed by IIABNY and IIAD



IIAD BUSINESS SUPPORT CENTER - IES  
built by the industry - for the industry

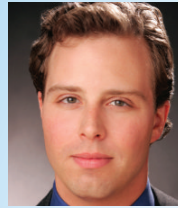
Contact WAHVE for a free analysis of how much you can save by outsourcing to WAHVE.

Remember ...

**BOOMERS mean BUSINESS!**



## Client Raves for WAHVE



"A lot of young talent has gone to Wall Street or other financial fields and consequently we don't have a lot of young talent available in the insurance industry. WAHVE is tapping into mature talent that's sitting on the sidelines and making use of it in a financially attractive way for agency owners."  
- Justin Foa, Foa & Son

"We've been primarily a Personal Lines agency, and wanted to expand our Commercial Lines book in order to grow. Our wahve reviews renewals and up-sells to existing clients when a coverage is needed or is available. Working with WAHVE has been a very positive experience."

- John O'Brien, O'Brien Insurance



"Our WAHVE mapped our data flow in order to help us identify and correct processing inefficiencies. She has been a valuable asset in strengthening our processes and has provided exceptional service in a timely and responsive manner. I would highly recommend WAHVE for project and back office work."

- Clayton Vigrass, USI



"WAHVE is where the pros go to get pros. It is truly that simple. One of our CSR's was out on leave and I used WAHVE to fill the gap. It worked smoother than I could have imagined - not one glitch."

- Chester Butler, Butler Company Inc.

## Raves from our whaves

"I spent 31 years in the insurance industry as Underwriter, MGA/Broker and Company Manager but wasn't ready to fully retire. WAHVE connected me with a brokerage firm that utilizes my knowledge and skills and I now work remotely for a company in New York City."

- Jim Wenger

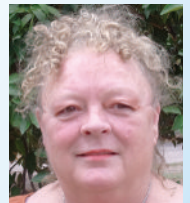


"After 30 years in the insurance industry, I was ready to give up my commute but I wasn't ready to retire. WAHVE placed me with an agency that appreciates my experience and the commute to my remote office is about 2 minutes!"

- Sue Prince

"When the economy took a turn my position was eliminated. WAHVE served as the ideal solution. They meet a growing need in the industry and provide a solution for Baby Boomers that don't want to completely retire."

- Christine Johnson



WAHVE has an extraordinary database of highly qualified retirees waiting to help supplement industry staffing needs.