

October 24, 2006

To whom it may concern

Re: William Bonnell of the Princeton Partnership, LLC

I started in the insurance business in the 1960's. Over the years I have had the good fortune to be a CEO, Chief Underwriting Officer, the national president of the CPCU Society and an author. I've worked with thousands of talented people...and a few not so talented. Rarely have I run into someone as talented as Bill Bonnell.

Bill Bonnell called me about ten years ago. I did not know him. We had a mutual friend who had put him in touch with me. At first I was not at all interested in the position that he had been retained to fill. In the course of just a few minutes he got my attention, gained my interest and set up a face to face meeting to discuss it further. He then got in his car, drove into New York City and met with me that afternoon. By the end of the day...I wanted the job.

Throughout the whole process, Bill Bonnell kept me well prepared and well informed. I got the job. In fact, ten years later I am still with Zurich Insurance and doing well. His getting me this job was just the beginning of our relationship.

Over the years, Bill Bonnell has been a valuable business partner. He keeps in touch, generates new possibilities, recommends books/seminars/associations that will help to keep me at the top of my game. His network of professionals is one of the best in the business. He is always generous in allowing me to tap into that valuable resource whenever I need to do so.

I know Bill Bonnell to be completely ethical and professional in all the business dealings I've experienced with him over the years. His reputation is outstanding. He is one of only a few people on earth that I would completely trust to be my business partner. I not only trust him, I like Bill Bonnell and enjoy the time I get to spend with him.

Bill Bonnell is a winner. I stand for his success and I know he stands for mine. He has my highest recommendation.

Respectfully,

Donald J. Hurzeler, CPCU, CLU