

## We're All About the Customer

We're local: caring about our community of friends and neighbors in many of the same ways you do. We stake our reputation on meeting and exceeding claims industry standards of professionalism, guaranteed workmanship and customer satisfaction.

"If we were a 'normal' restoration company, we would measure our success by how much profit we made and how well we 'satisfied' the homeowner".

**But we don't think that way** and that doesn't quite fit our definition of what it takes to be a successful company. Our community of friends and neighbors include the Brokers who play a key role in the insurance industry by working on behalf of their clients to identify their insurance needs, find the best value from potential providers and facilitate the making of a claim should one become necessary.

At JIT, we recognize that the true measurement of our 'success' must also take into account our ability to contribute to keeping the Broker's loss ratio at a minimum, reducing the frequency of claims and controlling the severity of the loss — which goes a long way towards making them successful.

Only after we accomplish that, will we indulge in giving ourselves a small pat on the back.

