

August 24, 2008

[Company name]
[Contact name] [Title]
[Address 1]
[City], [State] [Zip]

Attention: Worker's Comp Premium Overpayments Probable; Immediate Refunds Issued

Dear [Contact name];

I am writing to bring your attention to an opportunity for you to recover an immediate and substantial refund due to overpayments on your worker's compensation premiums. Please consider the attached dollar bill as down payment on your potential refund.

Recently, discussions with finance officers at several area [Industry type] companies revealed an alarming trend. Not only has the [Industry type] industry been subjected to rate hikes by most of the major insurers, but because of some commonly overlooked process errors, companies like yours are also finding themselves footing the bill on a hidden cost increase. These unidentified errors represent the equivalent of a *voluntary* 3-5% increase in your monthly workers comp premiums. For a company the size of yours, that adds up to *tens of thousands of dollars* in premium overpayments over a period of several years.

That's where we can help. [Your company] specializes in workers comp issues. We've been helping [Industry type] companies recover money lost to overpayments on their worker's compensation premiums for more than 18 years. Now we'd like to recover for you.

I know what you're probably thinking. Funny thing is, every time I talk to a CFO or Controller at one of these companies for the first time, they all tell me the same thing too. "*Our process is simple and 100% mistake free.*" "*I'm certain we're not overpaying.*" they tell me. "*Besides, even if we were overpaying, we watch that stuff so closely we'd have caught the errors by now anyway.*"

You probably feel the same way. After all, you *do* watch your worker's comp closely and you *do* catch the errors. The problem is you're only catching the errors you see. Once we sit down and I show you *exactly where to look and what to look for*, you'll see the ones you've been missing. As a result, you'll recover tens of thousands in overpayments while lowering your premiums going forward.

As a [Industry type] company, chances are you're due a significant refund. On average, we recover considerable overpayments for 70% of our clients. If you're like them, I promise that spending 15 minutes with me will yield a substantial return on investment.

If you're counting on your insurance agent to help you reconcile your monthly premium payments I guarantee you're paying more than you need to right now. Maybe much more!

We work on a 100% contingency basis, which means if we don't recover for you—*our service is free*. In fact, you won't pay us a dime unless and until you're holding a big, fat refund check in your hand.

I'll be in the [City] area next week and would like to sit down with you over a cup of coffee to review our process with you, answer questions, and explore the potential for recovering a refund for you. The consultation is free and takes about 15 minutes.

I'll follow-up with you by telephone in a few days to schedule a convenient time for us to meet. In the meantime, feel free to visit our website at [Yourwebsite.com], or you can reach me by phone at [Phone number], or by e-mail at [E-mail address] if you have any questions or would like to schedule an appointment. I look forward to speaking with you soon. Thank you.

Sincerely,

[Your Name]
[Your Company]
Phone:
Email: