

Commercial Insurance

thrown under the bus	Let's bluesky this	20000 foot view	going forward	right-size it
old 80-20 rule	deal with it	the \$64 000 question	perfect storm	at the end of the day
put your game face on	synergy	February 4 2012	tweet this	best practice
paradigm shift	leave money on the table	team player	core competency	lipstick on a pig
stake in the ground	manage expectations	put it in the parking lot	monetize it	swot analysis

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put your game face on	it's a category killer	team player	leave money on the table	increase client mind-share
one off	lipstick on a pig	hope is not a strategy	best-of-breed	cash cow
out of the box	old 80-20 rule	February 4 2012	next steps	ballpark this
burn the candle at both ends	run with this	best practice	the \$64 000 question	at the end of the day
tweet this	tear down the silos	ROI	paradigm shift	right-size it

Commercial Insurance

one off	ballpark this	let's square the circle	out of the box	team player
low-hanging fruit	old 80-20 rule	deal with it	going forward	plug and play
were customer focused	sharpen our pencils	February 4 2012	put your game face on	perfect storm
step up to the plate	best-of-breed	close the loop	put it in the parking lot	open door policy
ROI	leave money on the table	20000 foot view	next steps	core competency