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 on behalf of Pamela Newman [pamela.newman@aon.com]
Sent: 2/14/2013 2:26:43 PM
To: Allen Weisselberg [weisselberg@trumporg.com]; Matthew Calamari [mcalamari@trumporg.com]; Ron Lieberman [rlieberman@trumporg.com]; Michael Cohen [mcohen@trumporg.com]
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Subject: FW: The Trump/Aon Team - Suggested Work Style Going Forward (Draft Memo #4 with updated timeline)
Attachments: image001.png; Working Draft Insurance and Risk Management Timeline for The Trump Organization_February - December 2013.ppt

Gentlemen,

Aon is committed to delivering to The Trump Organization the best service and the best results.

Work Style – A “Team of Four”

Aon is excited that The Trump Organization has created a “Team of Four” to review The Trump Organization’s insurance program, insurance policy buying decisions, claims management and risk protection protocols. The “Team of Four”, and each team member’s role, is outlined below.

Team Member	Role
1) Allen Weisselberg Executive Vice President, Chief Financial Officer	Coverage Buying Decisions
2) Matt Calamari Executive Vice President, Chief Operating Officer	Property Claims
3) Ron Lieberman Executive Vice President, Management & Development	Casualty Risk Control, Claims and Coverage Buying Decisions
4) Michael Cohen, Esq. Executive Vice President & Special Counsel to Donald J. Trump	Coverage Terms & Conditions

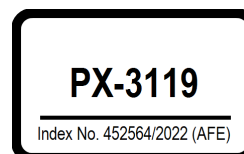
Allen, Matt, Ron and Michael will meet monthly (or more) with selected members of the Aon service team so that:

- Everyone understands the process and deliverables.
- Claims resolution is reviewed.
- Strategy for renewal is examined across each line of insurance.

Five Major Insurance and Risk Management Goals for The Trump Organization

Below are five major goals for The Trump Organization vis-à-vis insurance and risk management:

- 1) Maintain level property premiums and deductibles in the face of the hardening, post-Sandy insurance marketplace.
- 2) Resolve Global Property Claims Settlement for the 2011-12 and 2012-13 policy terms.
- 3) Obtain claim resolution for Trump Scotland.
- 4) Entertain a 3rd or 1st party captive.
- 5) Restructure The Trump Organization’s insurance program to include more appropriate limits and broader coverage than currently purchased.



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Ten-Month Insurance and Risk Management Timeline for The Trump Organization

We have put together the attached working draft, ten-month timeline, to accomplish The Trump Organization's current and evolving insurance and risk management goals.

Best,

Pamela

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Working Draft Insurance and Risk Management Timeline for The Trump Organization

February 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
				1
4	5	6 Meeting to Discuss Lockton's Commentary	7 Property Claims Back-up Data Gathering	8
11 EPL and E&O quotes presented to The Trump Organization	12 Global Property Claims Settlement Meeting with AIG/ VeriClaim	13 Bind EPL and E&O liability renewal programs	14	15 Continue negotiations with AIG re: Global Property Claims Settlement for 2011-12 and 2012-13 policy terms.
18 Renewal of The Trump Organization's E&O Liability policy	19 Risk Control Roll Out Meeting	20 Property Renewal Strategy Meeting (including alternative markets discussion)	21 Renewal of The Trump Organization's EPL policy	22
23 Finalize Las Vegas EPL Claim and filing of Trump University Claim	26 Casualty Renewal Strategy Meeting (including alternative markets discussion)	27 Monthly Insurance/ Risk Management Meeting Finalize Property Valuations	28 Finalize Global Property Claims Settlement with AIG	

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Working Draft Insurance and Risk Management Timeline for The Trump Organization

March 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
Gathering of Updated Property/ Casualty Renewal Data				1
4 Chicago Wrap-up Claim Review Meeting (1 of 4)	5 Gathering of Updated Property/ Casualty Renewal Data	6	7	8
Gathering of Updated Property/ Casualty Renewal Data				15 Property/ Casualty Submissions completed and submitted to selected markets
Property/ Casualty Premium Allocation Study for All Entities, i.e. Vineyard, Doral, Condominiums				
18 Placement of Builder's Risk Insurance for The Old Post Office	19 Monthly Risk Control Strategy Meeting	20 Captive Feasibility Discussion	21 Discuss Insurance Coverage Needs for Trump Jupiter	22
25	26	27 Monthly Insurance/ Risk Management Meeting	28	29 Finalize negotiations on Trump Scotland Property Claim

Working Draft Insurance and Risk Management Timeline for The Trump Organization

April 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
1	2	3	4	5
Meetings with selected Property/ Casualty markets.				
8 Property Insurance Coverage Terms & Conditions Discussion	9	10	11	12
15 Casualty Insurance Coverage Terms & Conditions Discussion	16	17 Reputation and Wage and Hour Insurance Discussion	18 Trump World Tower Condo Board Meeting	19
22 Aon receives and reviews Property/ Casualty quotes from the marketplace.	23 Monthly Risk Control Strategy Meeting	24 Monthly Insurance/ Risk Management Meeting	25 Aon delivers Property/ Casualty renewal quotes to The Trump Organization	26
29 Final renewal negotiations with selected Property/ Casualty markets.	30			

Working Draft Insurance and Risk Management Timeline for The Trump Organization

May 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
		1 Binding of Property/ Casualty Insurance Program	2	3
6	7	8	9	10
Issuance of Property/ Casualty Renewal Certificates.				
13	14	15	16	17 Property/Casualty Insurance Program Renewal
Issuance of Property/ Casualty Renewal Certificates.				
20	21 Monthly Risk Control Strategy Meeting	22	23 Trump Park Avenue Condo Board Meeting	24
27	28	29 Monthly Insurance/ Risk Management Meeting	30	31

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Working Draft Insurance and Risk Management Timeline for The Trump Organization

June 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
3 Chicago Wrap-up Claim Review Meeting (2 of 4)	4	5	6	7
10	11	12	13	14
17	18 Monthly Risk Control Strategy Meeting	19	20 Trump Tower Residential Condo Board Meeting	21
24	25	26 Monthly Insurance/ Risk Management Meeting	27	28

Working Draft Insurance and Risk Management Timeline for The Trump Organization

July 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
1 Vegas Wrap-up Claim Review Meeting (1 of 2)	2	3	4	5
6	7	8	9	10
11	12	13	14	15
15 D&O Liability Renewal Strategy Meeting (including market selection and Side A D&O coverage discussion)	16	17	18 Trump Parc Condo Board Meeting	19
20	21	22	23	24
25	26 Monthly Risk Control Strategy Meeting	27	28	29
30	31 Monthly Insurance/ Risk Management Meeting			

Working Draft Insurance and Risk Management Timeline for The Trump Organization

August 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
			1 D&O Liability Submissions Completed and Sent to Selected Markets	2
5	6	7	8	9
12	13	14	15 Trump Palace Condo Board Meeting	16
19	20 Monthly Risk Control Strategy Meeting	21	22	23
26	27	28 Monthly Insurance/ Risk Management Meeting	29	30

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Working Draft Insurance and Risk Management Timeline for The Trump Organization

September 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
2 Chicago Wrap-up Claim Review Meeting (3 of 4)	3	4	5	6
9	10	11	12 601 Park Avenue Condo Board Meeting	13
16	17	18	19	20
Meetings with selected D&O Liability Markets				
23	24 Monthly Risk Control Strategy Meeting	25 Monthly Insurance/ Risk Management Meeting	26 Management Liability Coverage Terms & Conditions Discussion	27
30				

Working Draft Insurance and Risk Management Timeline for The Trump Organization

October 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
	1	2	3	4
7	8	9	10	11
14	15	16	17 Trump Park East Condo Board Meeting	18
21	22 Monthly Risk Control Strategy Meeting	23	24	25
26	29	30 Monthly Insurance/ Risk Management Meeting	31	

Working Draft Insurance and Risk Management Timeline for The Trump Organization

November 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
				1
4 Vegas Wrap-up Claim Review Meeting (2 of 2)	5	6	7	8
11	12	13	14	15
18	19 Monthly Risk Control Strategy Meeting	20	21	22
25	26	27 Monthly Insurance/ Risk Management Meeting	28	29

Working Draft Insurance and Risk Management Timeline for The Trump Organization

December 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
2 Chicago Wrap-up Claim Review Meeting (4 of 4)	3	4	5	6
9	10	11	12	13
16	17 Monthly Risk Control Strategy Meeting	18 Monthly Insurance/ Risk Management Meeting	19	20 Renewal of The Trump Organization's D&O Liability policy (12/21/13)
23	24	25	26	27
30	31			

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