



Private Client Insurance

**Protecting the Great Falls and
McLean Community since 1970.**

SAHOURI.

1975 - Great Falls Village Center



Thank you, Great Falls and McLean.

Wow... it feels like it was just yesterday that our family started the Great Falls Insurance Agency. It has been a wonderful experience to grow with the Great Falls and McLean community over the last 50 years. Mary and I are so proud and blessed to have raised our family and built our business in this unique community. From our family to yours, thank you for your continued trust over the years. With your support, we made it this far.

With Gratitude,

Fuad Sahouri, Founder and CEO

WE ARE SAHOURI.



45+ Years of experience

97% Client Retention Rate

100% Privately Held

100% Client Focused

Headquartered in the heart of Tysons

2017
STEVIE® WINNER
CUSTOMER SERVICE



2016
STEVIE® WINNER
CUSTOMER SERVICE



2015
STEVIE® WINNER
CUSTOMER SERVICE



WASHINGTON BUSINESS JOURNAL



2015 BEST PLACES TO WORK

BEST PLACES TO WORK
BUSINESS INSURANCE. 2016

BEST PLACES TO WORK
BUSINESS INSURANCE. 2015

One agency. Every solution.



Commercial



Benefits



Private



Life

Local Team. Global Solutions.™

Serving all 50 states



Worldwide Capabilities

With Award-winning Service!



90 Day
Renewal Strategy



24 Hour
Customer Service



Experienced
Claims Teams



Same day turn-around
on Certificates



Concierge Service



Dedicated Billings
Management



Private Client
Insurance Experts



Comprehensive
Risk Analysis

Sahouri Sisters | Village Center, 1979



Thank you, Great Falls and McLean for taking us this far.

*The insurance business is in my blood. I know this business. I understand this business. **I love this business.***

Growing up in this community, I have come to understand your lifestyle and how to properly protect it. While we do improve coverage and save money, there is no better feeling than protecting you from a major out-of-pocket expense at the time of a claim.

For almost 20 years, I've managed insurance portfolios for celebrities, politicians, professional athletes and other affluent community members. I promise to protect your world to help you focus on what you love most.

Sophia Sahouri

Sophia Sahouri

Vice President of Private Clients

40 years of A-rated partnerships.

CHUBB®

pure
INSURANCE


Nationwide®
Private Client

 **Erie**
Insurance®



Four Problems with Captive Agents



They provide Inadequate coverage.

Never assume you are fully covered simply because you are pay a premium. Mass-market policies from lack the coverage required to protect your unique lifestyle. **Only a few carriers specialize in insuring affluent individuals – and we are partners with all of them.**



They're loyal to one carrier.

Captive agents like State Farm and Allstate represent only one carrier, which limits your options. **Being 100% independent, we have the freedom to partner with all A-rated carriers. We leverage these relationships to tailor the most cost-effective policies and meet your unique needs.**



They don't shop, because they cant.

Many of our clients used to let their insurance auto-renew. Their agents only have one company and one price to offer. We were shocked to see how many people were under-insured or overpaying. **We shop your insurance annually to ensure you are properly covered and getting the best price on the market, hands down.**



They don't understand you.

The mass-market is for mainstream America. They do not have the experience or the coverages required to properly insure your unique lifestyle. **We understand the specific risks you face and the coverage you need because we have been doing this since 1970.**

6 Reasons why you will love working with our advisors.



Award-Winning Service.

Our award-winning team provides a level of hospitality and service that makes insurance enjoyable and simple. From filing claims, paying bills and change requests, we are there every step of the way.



Annual Renewal Reviews.

We offer annual reviews because risk profiles change over time. We constantly evaluate your policies to ensure they are cost-effective and appropriate as your lifestyle changes from year to year.



Local Advisors.

We assign you with a **local** and experienced account management team to develop relationships based on trust and understanding.



Tailored Coverages.

We recognize that each client is unique, so we allocate time and resources to customize policies for your risk profile.



Easy Bill Pay.™

Easy Bill Pay™ guarantees your insurance will not void just because you missed a payment. We manage and pay your premium to prevent cancellation.



Appraisal Services.

Our advisors will help appraise your precious valuables and create an inventory list so you have the proper protection and piece of mind that you deserve.



Our first office in the Village Center.



Property Insurance that you can rely on.



Guaranteed replacement cost

We guarantee the replacement of your dwelling even when the cost exceeds your policy limit.



Excess Liability

We can provide the broadest form of excess coverage, with limits ranging from \$1-50 million.



Cash payment option

You can receive cash up to your policy's limit to rebuild your home or purchase a new property.



Travel Insurance

We help you stay protected during national and international travel with many excess coverages.



Personalized cyber security

Our resources and services help us assess, prevent, detect and respond to your cyber threats



Flood insurance

We provide up to \$15 million in total property coverage for your home.

A photograph of two red cars parked on a paved surface. In the foreground is a red Ferrari sports car, viewed from a front-three-quarter angle. Behind it is a red classic convertible, possibly a Ford Mustang. The background shows a residential street with houses and trees. A red banner with white text is overlaid on the image.

We insure local classics, antiques and collectibles.

Katie's Cars & Coffee | Village Centre



Auto Insurance that actually protects your car.



Agreed Value Coverage

We agree on your vehicle's value and if you suffer a loss, we will write you a check for that amount.



Global Rental Vehicle Coverage

If you are in an accident, we cover the rental car and lost income claimed by the rental company.



Manufacture replacement parts

Your car is repaired with quality manufacture parts instead of after-market parts.



Worldwide coverage

Wherever you travel, we provide the same first-class coverage and service that you can count on.



Choose your own repair shop

You can use your favorite repair shop — without restrictions — or we can recommend one.



No Mileage restrictions

Our policies do not have mileage restrictions, so you can drive your classic cars across the country.

A photograph of a two-story red barn with a steep gabled roof and a brick chimney. The barn has several windows, some with multiple panes. In the foreground, there are trees with bright yellow autumn leaves. A red banner with white text is overlaid on the upper part of the image.

Like Colvin Mill, our custom insurance solutions are one of a kind.



We are experts at insuring valuable collections.

Our programs are custom built to protect your lifestyle.



Collections.

We are very experienced in covering small to large collections of fine art, wine and other valuable items.



Jewelry.

We will work with you to make sure your jewelry is properly appraised and covered to ensure guaranteed replacement.



Watercraft.

We insure all types of watercraft from family sailboats to multimillion dollar luxury yachts.



Equine.

We provide you with custom insurance solutions to protect your horse as well as other equestrian investments.



Kidnap & Ransom.

Our Kidnap & Ransom Insurance protects you against extortion threats against you, your family and your livelihood.



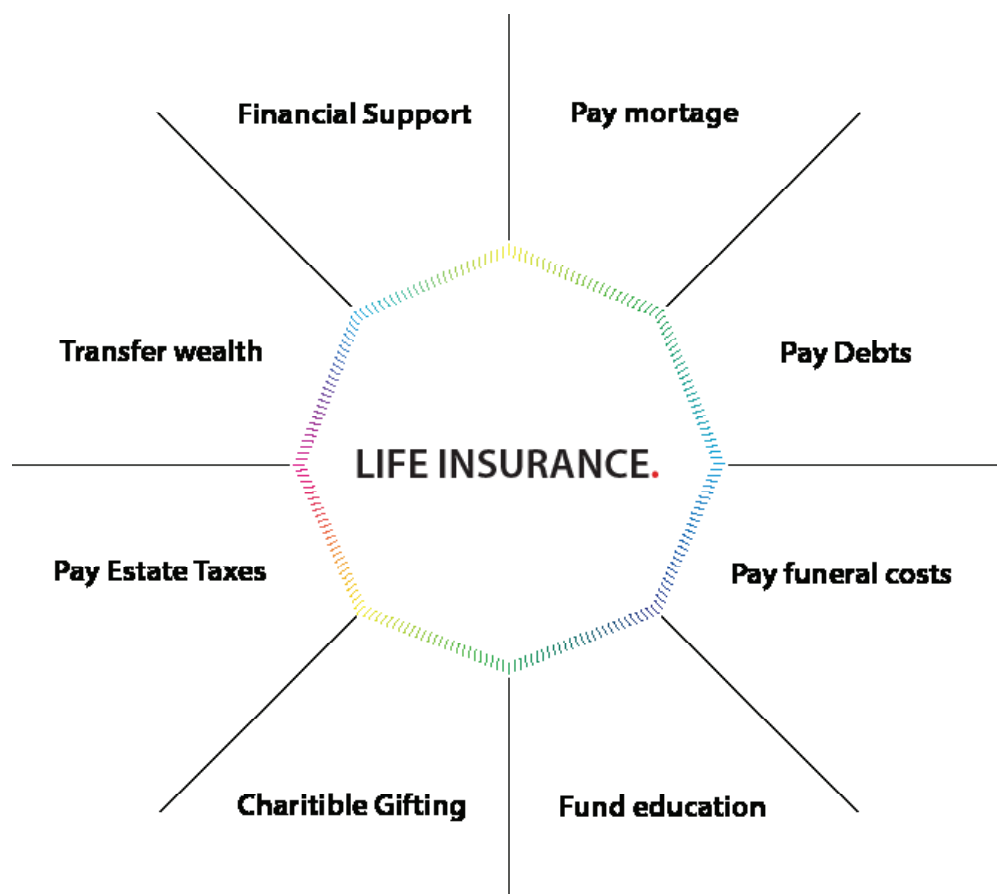
Aviation.

Our experts specialize in protecting all types of aircrafts; from twin-engine pistons to privately-owned turbojets.



Life Insurance protects your loved ones.

Life insurance helps those you leave behind pay off the mortgage, maintain education or even cover funeral expenses. Nothing can replace loss of life. But life insurance helps your family maintain financial stability when you're gone.



“Life is unpredictable– you can’t predict when you might need insurance. That’s why we always advise you to plan ahead.”

Michael Sahouri, Vice President

What our Fans say.



Sahouri understands our insurance needs, aligns them with appropriate insurance carriers and negotiates the most cost-effective and comprehensive insurance policies on the market.”

— Bobbie Kilberg, Technology Business Leader



I have worked with many insurance companies over the past 35 years, but the service I receive from SAHOURI is exceptional and without peer. They go to great efforts to ensure that I am receiving the highest quality products at the most cost effective price. They make it a point to understand and anticipate my insurance needs.

— Jeff Franzen, Executive Vice President at Lincoln Property Company



They went out of their way to create a personalized insurance plan that exceeded my expectations and saved me money!”

— Tom Spouse, CEO of Prospect 33



SAHOURI's attention to detail and level of service is second to none. They don't hesitate to call you directly in order to trouble shoot issues and their proactive approach is exactly what I was looking for in an insurance provider.”

— Todd Hitt, CEO of KiddarMetz

**“ You’ve worked hard to earn your lifestyle.
We’ll work smart to protect it.”**

— Sophia Sahouri, VP of Private Clients

Insurance made simple.SM

We insure your valuables on land, sea and air.

Call us Today.

.....
Virginia.

New York.

Texas.

703.883.0500

privateclients@sahouri.com

SAHOURI.com