

AMERICAN INTERNATIONAL COMPANIES
500 WEST MADISON STREET
SUITE 1000
CHICAGO, ILLINOIS 60661-2511

MARK T. WILLIS
SENIOR VICE PRESIDENT
CENTRAL U.S.

April 3, 2002

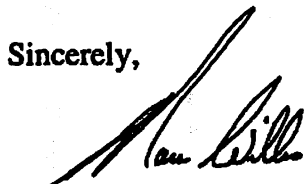
Mr. John P. Harney
Chief Operating Officer
Near North National Group, 20th Floor
875 North Michigan Avenue
Chicago, IL 60611

Dear John:

As you are aware, American International Group has been doing business with Near North Insurance Brokerage for a good number of years. The relationship has been an excellent one for all those years and we have grown substantially together over that time. Near North is AIG's third largest broker in the Midwest and eleventh in the U.S. The ability, expertise, and professionalism of the Near North team has been a big driver in developing this growth and success.

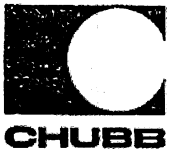
We greatly appreciate the business you do with us. Near North is a very important broker for AIG and we will continue our support where at all possible.

Sincerely,



Mark T. Willis
Senior Vice President

MTW:cfd

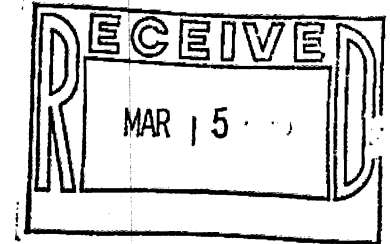


CHUBB GROUP OF INSURANCE COMPANIES

Sears Tower, Suite 4700, 233 South Wacker Drive, Chicago, Illinois 60606-6303 • Phone: (312) 454-4200

March 12, 2002

Mr. John Harney
Chief Operating Officer
Near North Insurance Brokerage
875 N. Michigan, Suite 1900
Chicago, IL 60611



Dear John:

Chubb Group of Insurance Companies has been doing business with Near North Insurance since 1977. We have an active and growing relationship in Chicago as well as three other U.S. cities. We have experienced steady growth in both the commercial and personal insurance business and Near North is currently one of Chubb's top ten revenue producers. The skills and professionalism of your team have been a significant factor in this success.

Given the unfortunate publicity in recent weeks, we want to confirm your excellent record and solid financial standing with us. We look forward to another successful year with you in 2002.

Sincerely,

Timothy Szerlong
Managing Director
Northern Zone Officer

TJS:am