

**24 January 2019**

To whom it may concern,

**RE: Testimonial Reference – John Quinn, Beanstalk Advisory**

I am pleased to provide the following testimonial reference on behalf of John Quinn of Beanstalk Advisory.

Doric were fortunate to be introduced to John Quinn and Beanstalk Advisory in July 2017. With limited experience and exposure to insurance claims, John's experience and knowledge were vital in securing a successful outcome on a significant and extremely complex claim.

John was able to bring his extensive expertise of the legalities and complexity of the insurance claims process in providing measured and strategic advice in respect of the various policy claims options available. John was able to clearly articulate the process, and provided continuous feedback and updates as the matter progressed.

Importantly, John was able to provide clear advice in terms of the detail and presentation of supporting evidence and documentation, and then assembled a comprehensive claim submission that could be clearly interpreted and understood by the assessing authorities.

Finally, apart from John's significant technical skill set in negotiating the claims process, it is the genuine integrity and drive that he brings to the role that allows him to be exceptionally credible and effective. He was able to establish strong and credible relationships with the Loss Adjuster and Insurer representatives to maximise the claim outcome.

It is without reservation that I would recommend John for any insurance related matters.

Yours Faithfully,

A handwritten signature in blue ink, appearing to read "Lance van Drunick", with a stylized flourish at the end.

**Lance van Drunick**  
**General Manager**  
**DORIC CONTRACTORS PTY LTD**

