Humongous Insurance

**3456 Mulberry Lane  
San Francisco, CA 10012**

[FirstName] [LastName]  
[Address]  
[City], [State] [PostalCode]

**Policy number:** [PolicyNumber]

Dear [FirstName],

Congratulations on completing your third year as a customer of Humongous Insurance! To thank you for your loyalty, we are discounting your insurance rate by 10 percent, starting on your policy anniversary date of [PolicyDate]. For each year after this that you have no insurance claims, we will discount your rate by an additional 5 percent per year, up to a total discount of 25 percent.

Thank you for your continued support of Humongous Insurance. Because of loyal customers like you, our business is growing steadily and the future looks brighter than ever.

If you have any questions, please contact your personal agent, [Agent], or visit our website at www.humongousinsurance.com. On the website, you can also find information about our referral program, through which you can earn additional discounts and other rewards.

Sincerely,

Ryan Danner

President