

## **Hotel Business Insurance Announces HBISignature Insurance Program for Hilton Hotels Corporation Franchisees**

Missoula, Mont., September 24, 2004 -- Hotel Business Insurance, a practice of Payne Financial Group, Inc., is now offering its HBISignature Insurance Program to franchisees of Hilton Hotels Corporation, including Doubletree, Embassy Suites, Hampton Inn, Hilton, Hilton Garden Inn, and Homewood Suites.

The HBISignature Insurance Program is a complete suite of insurance products and coverages designed for the unique risks of each Hilton family of brands property. Hilton Hotels Corporation approved Hotel Business Insurance to offer this custom program to its franchisees.

“Our team of specialists in Hotel Business Insurance has significant experience in the hospitality industry and understands the exposures faced by hotel properties,” said Bill Wrigglesworth, president and CEO of Payne Financial Group. “We look forward to providing that industry expertise, along with friendly, personalized service, to Hilton’s franchisees.”

Wrigglesworth added, “There are two things we want Hilton franchisees to know. One, we guarantee our level of service. And two, we guarantee that if we write a franchisee’s insurance program, it will fully comply with Hilton’s requirements.”

The HBISignature Insurance Program will be offered exclusively through Hotel Business Insurance, a Hilton-approved retail broker. This gives Hilton franchisees a single point of contact for all their insurance needs and the certainty that their insurance program will be compliant with Hilton’s brand standards.

“We looked for an insurance broker who thoroughly understands our business and the risks of our franchisees,” said Bill Fortier, Senior Vice President of Franchise Development. “We wanted to provide an insurance program that made purchasing as ‘user-friendly’ as possible for our franchisees, while delivering very cost-effective insurance coverage. We needed a program that offered broad coverage terms, loss control services, and dedicated claims professionals. We believe Hotel Business Insurance meets all those requirements.”

### **About the HBISignature Insurance Program**

The HBISignature Insurance Program offers a suite of insurance products and coverages that include Property, Auto, Liability, Workers Compensation, Crime, Employment Practices Liability, and Umbrella. Hotel Business Insurance will develop individual insurance programs for each Hilton franchisee, based on the type of property, location, and other specific needs of the franchisee.

### **About Hilton Hotels Corporation**

Hilton Hotels Corporation is recognized internationally as a preeminent hospitality company. The company develops, owns, manages or franchises approximately 2,100 hotels, resorts and vacation ownership properties. Its portfolio includes many of the world's best known and most highly regarded hotel brands, including Hilton®, Conrad®, Doubletree®, Embassy Suites Hotels®, Hampton Inn®, Hampton Inn & Suites®, Hilton Garden Inn®, Hilton Grand Vacations Company® and Homewood Suites by Hilton®, as well as many of the most famous hotels to be found anywhere, such as New York’s Waldorf-Astoria, Waikiki’s Hilton Hawaiian Village and Chicago’s Palmer House. The Hilton family of brands and hotels offers guests and customers the finest accommodations, services, amenities and value for business or leisure.

### **About Hotel Business Insurance**

Hotel Business Insurance is a specialty practice of Payne Financial Group, Inc., a full-service independent insurance broker that provides insurance, surety bonds, employee benefits and financial services. Hotel Business Insurance serves clients in the hospitality industry exclusively with a suite of insurance products and coverages specifically designed for hotels, motels and resorts. It offers risk management services, dedicated claims services, and access to the highest quality insurers.

