

RESPONSIVE TO REQUEST #1

De Guzman, Debbie Lynne

Subject: California Insurance Company-Berkshire Hathaway Inc.
Start: Wed 1/30/2019 2:00 PM
End: Wed 1/30/2019 2:30 PM
Recurrence: (none)
Meeting Status: Accepted
Organizer: Jeff Silver

May I call you at 2:00 p.m. Pacific Time today at 415-538-4379

From: Schnoll, Kenneth [<mailto:Kenneth.Schnoll@insurance.ca.gov>]
Sent: Wednesday, January 30, 2019 12:24 PM
To: Jeff Silver
Subject: RE: California Insurance Company-Berkshire Hathaway Inc.

Hello Jeff: I am available for a call after 1:30 Pacific today. Please send an invite for a call at a time convenient for you. Regards, Ken Schnoll

Kenneth B. Schnoll
General Counsel, Deputy Commissioner
California Department of Insurance
45 Fremont Street, 23rd Floor
San Francisco, CA 94105
(415) 538-4379
kenneth.schnoll@insurance.ca.gov

From: Jeff Silver [<mailto:jeffreysilver@silver-law.net>]
Sent: Wednesday, January 30, 2019 10:18 AM
To: Schnoll, Kenneth <Kenneth.Schnoll@insurance.ca.gov>
Subject: California Insurance Company-Berkshire Hathaway Inc.

Ken:

I am the general counsel for California Insurance Company ("CIC") which is domiciled in California and an indirect subsidiary of Berkshire Hathaway Inc.

I sat next to you at the luncheon at the most recent California General Counsel seminar.

Is there a time today for a short call to discuss ownership of CIC.

Thanks.

Jeff

Jeffrey A. Silver
10805 Old Mill Road
Omaha, Nebraska 68154
Telephone: 402-393-1984
Facsimile: 402-393-8558
jeffreysilver@silver-law.net

From: Potter, Roberta
Sent: Tuesday, March 05, 2019 6:31 AM
To: Commissioner Ricardo Lara
Subject: Can I confirm this lunch for Dan next Tuesday?

It's with Eric Serna

Lunch with Berkshire Hathaway

Date: Tuesday, March 12, 2019

Time: 11:30AM

Location: Camden, Spit & Larder: 55 Capitol Mall #100, Sacramento, CA 95814

Attendees: IC Ricardo Lara, Dan Weitzman, Eric Serna, Jamie Sahara & Jeff

From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Tuesday, March 05, 2019 11:11 AM
To: Potter, Roberta
Subject: FW: Event Requests: Eric Serna



Angelica Rodriguez
Client Relations Director
Daniel C. Weitzman Consulting, LLC
o. (916) 444-1186
e: angelica@danweitzman.net
a: 1100 O Street, Suite 200 | Sacramento, CA 95814

From: Angelica Rodriguez
Sent: Friday, March 1, 2019 1:06 PM
To: 'Potter, Roberta' <Roberta.Potter@insurance.ca.gov>; 'Michelle Maravich' <maravichm@[REDACTED]>
Cc: Aubrey Weber <aubrey@danweitzman.net>; dan@danweitzman.net; Emily W. <emily@danweitzman.net>
Subject: Event Requests: Eric Serna

Roberta & Michelle,

Per Dan and Eric Serna's discussion this afternoon, please see below for the event request Eric would like to set up for Ricardo. Let me know if these work with Lara's schedule & we can go from there. Thanks!

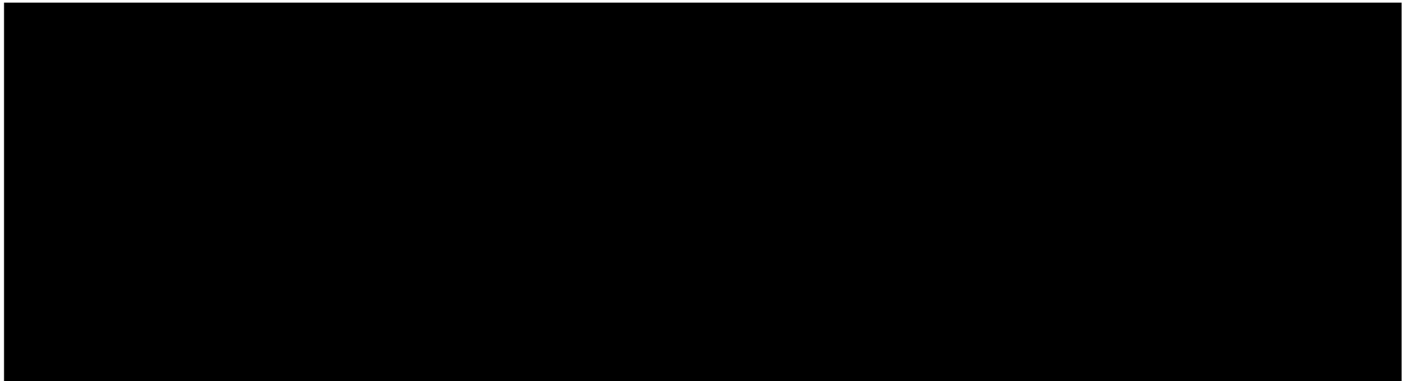
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Location: Camden, Spit & Larder: 55 Capitol Mall #100, Sacramento, CA 95814

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All the best,



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Client Relations Director
Daniel C. Weitzman Consulting, LLC
o. (916) 444-1186
e: angelica@danweitzman.net
a: 1100 O Street, Suite 200 | Sacramento, CA 95814

From: Potter, Roberta
Sent: Wednesday, March 06, 2019 7:26 PM
To: Angelica Rodriguez; Weitzman, Dan
Cc: Aubrey Weber
Subject: Re: Change to call tim eon March 12th-

Ok

From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Wednesday, March 6, 2019 4:24:26 PM
To: Potter, Roberta; Weitzman, Dan
Cc: Aubrey Weber
Subject: RE: Change to call tim eon March 12th-

Hey Roberta,

Dan chatted with Ricardo and he said he's in for the Berkshire Hathaway lunch on 3/12. Just wanted to check in with you.



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Sent: Tuesday, March 5, 2019 11:26 AM
To: Weitzman, Dan <dan@danweitzman.net>; Angelica Rodriguez <angelica@danweitzman.net>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Waiting to confirm with CRL about the lunch but I do have it held for him.

Best,
Roberta Potter
Scheduling Director/Executive Office Operations Manager
Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814
Phone: (916) 492-3622
Fax: (916) 445-2043
Roberta.Potter@insurance.ca.gov

From: Weitzman, Dan [<mailto:dan@danweitzman.net>]
Sent: Tuesday, March 05, 2019 11:11 AM
To: Angelica Rodriguez <angelica@danweitzman.net>; Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Cool

Daniel C. Weitzman

Daniel C. Weitzman, LLC

1100 O Street, ste 200

Sacramento, CA 95814

916 444-1186-Phone

916 444-1187-Fax

dan@danweitzman.net

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Daniel C. Weitzman Consulting, LLC 1100 O Street, ste 200 Sacramento, CA 95814 Telephone: (916) 444-1186

Please consider the environment before printing this email.

From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Tuesday, March 5, 2019 10:58 AM
To: Weitzman, Dan <dan@danweitzman.net>; Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Since 3/12 11am-12:00pm is open for Lara, can we book the Eric Serna lunch w/ Berkshire Hathaway during that time?

Here's the request I sent to you on 3/1:

Lunch with Berkshire Hathaway

Date: Tuesday, March 12, 2019

Time: 11:30AM

Location: Camden, Spit & Larder: 55 Capitol Mall #100, Sacramento, CA 95814

Attendees: IC Ricardo Lara, Dan Weitzman, Eric Serna, Jamie Sahara & Jeff Silver.



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Client Relations Director
Daniel C. Weitzman Consulting, LLC
o. (916) 444-1186
e: angelica@danweitzman.net
a: 1100 O Street, Suite 200 | Sacramento, CA 95814

From: Lara.Schedule
Sent: Tuesday, March 05, 2019 11:59 AM
To: Potter, Roberta
Subject: RE: Event Requests: Eric Serna

Indeed. Thx.

From: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Sent: Tuesday, March 5, 2019 11:24 AM
To: Lara.Schedule <Lara.Schedule@insurance.ca.gov>
Subject: FW: Event Requests: Eric Serna

Hi, could we run these through scheduling please? I have a hold for the one on the 12th already.

From: Angelica Rodriguez [mailto:angelica@danweitzman.net]
Sent: Tuesday, March 05, 2019 11:11 AM
To: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Subject: FW: Event Requests: Eric Serna



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a: 1100 O Street, Suite 200 | Sacramento, CA 95814

From: Angelica Rodriguez
Sent: Friday, March 1, 2019 1:06 PM
To: 'Potter, Roberta' <Roberta.Potter@insurance.ca.gov>; 'Michelle Maravich' <maravichm@██████████>
Cc: Aubrey Weber <aubrey@danweitzman.net>; dan@danweitzman.net; Emily W. <emily@danweitzman.net>
Subject: Event Requests: Eric Serna

Roberta & Michelle,

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Date: Tuesday, March 12, 2019

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Location: Camden, Spit & Larder: 55 Capitol Mall #100, Sacramento, CA 95814

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All the best,



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o. (916) 444-1186
e: angelica@danweitzman.net
a: 1100 O Street, Suite 200 | Sacramento, CA 95814

From: Potter, Roberta
Sent: Thursday, March 07, 2019 8:50 AM
To: Angelica Rodriguez; Weitzman, Dan
Cc: Aubrey Weber
Subject: Re: Change to call tim eon March 12th-

Yes we are confirmed

From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Wednesday, March 6, 2019 4:24:26 PM
To: Potter, Roberta; Weitzman, Dan
Cc: Aubrey Weber
Subject: RE: Change to call tim eon March 12th-

Hey Roberta,

Dan chatted with Ricardo and he said he's in for the Berkshire Hathaway lunch on 3/12. Just wanted to check in with you.



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To: Weitzman, Dan <dan@danweitzman.net>; Angelica Rodriguez <angelica@danweitzman.net>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Waiting to confirm with CRL about the lunch but I do have it held for him.

Best,
Roberta Potter
Scheduling Director/Executive Office Operations Manager
Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814
Phone: (916) 492-3622
Fax: (916) 445-2043
Roberta.Potter@insurance.ca.gov

De Guzman, Debbie Lynne

From: Potter, Roberta
Sent: Thursday, March 7, 2019 8:50 AM
To: Angelica Rodriguez; Weitzman, Dan
Cc: Aubrey Weber
Subject: Re: Change to call tim eon March 12th-

Yes we are confirmed

From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Wednesday, March 6, 2019 4:24:26 PM
To: Potter, Roberta; Weitzman, Dan
Cc: Aubrey Weber
Subject: RE: Change to call tim eon March 12th-

Hey Roberta,

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Roberta.Potter@insurance.ca.gov

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Sent: Tuesday, March 05, 2019 11:11 AM
To: Angelica Rodriguez <angelica@danweitzman.net>; Potter, Roberta <Roberta.Potter@insurance.ca.gov>
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Subject: RE: Change to call tim eon March 12th-

Cool

Daniel C. Weitzman

Daniel C. Weitzman, LLC

1100 O Street, ste 200

Sacramento, CA 95814

916 444-1186-Phone

916 444-1187-Fax

dan@danweitzman.net

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Daniel C. Weitzman Consulting, LLC 1100 O Street, ste 200 Sacramento, CA 95814 Telephone: (916) 444-1186

Please consider the environment before printing this email.

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Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Since 3/12 11am-12:00pm is open for Lara, can we book the Eric Serna lunch w/ Berkshire Hathaway during that time?

Here's the request I sent to you on 3/1:

Lunch with Berkshire Hathaway

Date: Tuesday, March 12, 2019

Time: 11:30AM

Location: Camden, Spit & Larder: 55 Capitol Mall #100, Sacramento, CA 95814

Attendees: IC Ricardo Lara, Dan Weitzman, Eric Serna, Jamie Sahara & Jeff Silver.



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From: Angelica Rodriguez
Sent: Tuesday, March 5, 2019 8:48 AM
To: Weitzman, Dan <dan@danweitzman.net>; Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call time on March 12th-

No, we can't do 11am-12 on 3/12. Dan has call time then and he's all booked up for 3/11.
We can do 3pm-4pm or 4-5pm on 3/12.



Angelica Rodriguez
Client Relations Director
Daniel C. Weitzman Consulting, LLC
o. (916) 444-1186
e: angelica@danweitzman.net
a: 1100 O Street, Suite 200 | Sacramento, CA 95814

From: Weitzman, Dan <dan@danweitzman.net>
Sent: Monday, March 4, 2019 5:32 PM
To: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Cc: Aubrey Weber <aubrey@danweitzman.net>; Angelica Rodriguez <angelica@danweitzman.net>
Subject: Re: Change to call time on March 12th-

Ok. Angelica is in charge

Daniel C. Weitzman
916 444-1186
dan@danweitzman.net

Sent from my iPhone

On Mar 4, 2019, at 5:22 PM, Potter, Roberta <Roberta.Potter@insurance.ca.gov> wrote:

You sent an invite for 11-noon – he can do that on the 12th, I've accepted.

Best,
Roberta Potter
Scheduling Director/Executive Office Operations Manager
Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814
Phone: (916) 492-3622
Fax: (916) 445-2043
Roberta.Potter@insurance.ca.gov

From: Weitzman, Dan [<mailto:dan@danweitzman.net>]
Sent: Monday, March 04, 2019 5:17 PM
To: Potter, Roberta <Roberta.Potter@insurance.ca.gov>; Aubrey Weber <aubrey@danweitzman.net>;

Angelica Rodriguez <angelica@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Can we fix and make work ?

Daniel C. Weitzman

Daniel C. Weitzman, LLC

1100 O Street, ste 200

Sacramento, CA 95814

916 444-1186-Phone

916 444-1187-Fax

dan@danweitzman.net

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Daniel C. Weitzman Consulting, LLC 1100 O Street, ste 200 Sacramento, CA 95814 **Telephone: (916) 444-1186**

Please consider the environment before printing this email.

From: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Sent: Monday, March 4, 2019 4:34 PM
To: Weitzman, Dan <dan@danweitzman.net>; Aubrey Weber <aubrey@danweitzman.net>
Subject: Change to call tim eon March 12th-

Hello,

The Commissioner has a conflict on the 12th – could he come at 11am on March 12th? He's got a doctor's appointment we had to reschedule.

Best,
Roberta Potter
Scheduling Director/Executive Office Operations Manager
Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814
Phone: (916) 492-3622
Fax: (916) 445-2043
Roberta.Potter@insurance.ca.gov

From: Angelica Rodriguez [<mailto:angelica@danweitzman.net>] **On Behalf Of** Weitzman, Dan
Sent: Wednesday, February 20, 2019 1:10 PM
To: Potter, Roberta <Roberta.Potter@insurance.ca.gov>; Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: 1:00PM-2:00PM - Ricardo Lara - Call Time

Dans booked all morning, any other day that week?

Angelica Rodriguez
Client Relations Director
Daniel C. Weitzman Consulting, LLC
<image003.png>o. (916) 444-1186
e: angelica@danweitzman.net
a: 1100 O Street, Suite 200 | Sacramento, CA
95814

-----Original Appointment-----

From: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Sent: Wednesday, February 20, 2019 1:08 PM
To: Aubrey Weber; Angelica Rodriguez
Subject: New Time Proposed: 1:00PM-2:00PM - Ricardo Lara - Call Time
When: Wednesday, April 3, 2019 1:00 PM-2:00 PM (UTC-08:00) Pacific Time (US & Canada).
Where: DCW LLC: 1100 O Street, Suite 200, Sacramento, CA 95814

CRL has a conflict we need to move to earlier in the day before noon

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From: Weitzman, Dan <dan@danweitzman.net>
Sent: Wednesday, March 06, 2019 9:43 PM
To: Potter, Roberta
Cc: Angelica Rodriguez; Aubrey Weber
Subject: Re: Change to call tim eon March 12th-

Can we set ?

Daniel C. Weitzman
916 444-1186
dan@danweitzman.net

Sent from my iPhone

On Mar 6, 2019, at 7:26 PM, Potter, Roberta <Roberta.Potter@insurance.ca.gov> wrote:

Ok

From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Wednesday, March 6, 2019 4:24:26 PM
To: Potter, Roberta; Weitzman, Dan
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Hey Roberta,

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<image005.png>. (916) 444-1186
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Cool

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To: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
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Subject: Re: Change to call tim eon March 12th-

Ok. Angelica is in charge

Daniel C. Weitzman
916 444-1186
dan@danweitzman.net

Sent from my iPhone

On Mar 4, 2019, at 5:22 PM, Potter, Roberta <Roberta.Potter@insurance.ca.gov> wrote:

You sent an invite for 11-noon – he can do that on the 12th, I've accepted.

Best,
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Insurance Commissioner Ricardo Lara

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From: Potter, Roberta
Sent: Thursday, March 07, 2019 8:50 AM
To: Angelica Rodriguez; Weitzman, Dan
Cc: Aubrey Weber
Subject: Re: Change to call tim eon March 12th-

Yes we are confirmed

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From: Ricardo Lara <ricardolara [REDACTED]>
Sent: Wednesday, March 06, 2019 10:25 PM
To: Potter, Roberta
Subject: Re: Change to call tim eon March 12th-

Sure

On Mar 7, 2019, at 12:45 AM, Potter, Roberta <Roberta.Potter@insurance.ca.gov> wrote:

Okay to confirm?

From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Wednesday, March 6, 2019 4:24:26 PM
To: Potter, Roberta; Weitzman, Dan
Cc: Aubrey Weber
Subject: RE: Change to call tim eon March 12th-

Hey Roberta,

Dan chatted with Ricardo and he said he's in for the Berkshire Hathaway lunch on 3/12. Just wanted to check in with you.

Angelica Rodriguez
Client Relations Director
Daniel C. Weitzman Consulting, LLC
<. (916) 444-1186
e: angelica@danweitzman.net
a: 1100 O Street, Suite 200 | Sacramento, CA
95814

From: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Sent: Tuesday, March 5, 2019 11:26 AM
To: Weitzman, Dan <dan@danweitzman.net>; Angelica Rodriguez <angelica@danweitzman.net>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Waiting to confirm with CRL about the lunch but I do have it held for him.

Best,
Roberta Potter
Scheduling Director/Executive Office Operations Manager
Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814
Phone: (916) 492-3622
Fax: (916) 445-2043

Roberta.Potter@insurance.ca.gov

From: Weitzman, Dan [<mailto:dan@danweitzman.net>]
Sent: Tuesday, March 05, 2019 11:11 AM
To: Angelica Rodriguez <angelica@danweitzman.net>; Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Cool

Daniel C. Weitzman

Daniel C. Weitzman, LLC

1100 O Street, ste 200

Sacramento, CA 95814

916 444-1186-Phone

916 444-1187-Fax

dan@danweitzman.net

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Daniel C. Weitzman Consulting, LLC 1100 O Street, ste 200 Sacramento, CA 95814 Telephone: (916) 444-1186

Please consider the environment before printing this email.

From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Tuesday, March 5, 2019 10:58 AM
To: Weitzman, Dan <dan@danweitzman.net>; Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Since 3/12 11am-12:00pm is open for Lara, can we book the Eric Serna lunch w/ Berkshire Hathaway during that time?

Here's the request I sent to you on 3/1:

Lunch with Berkshire Hathaway

Date: Tuesday, March 12, 2019

Time: 11:30AM

Location: Camden, Split & Larder: 55 Capitol Mall #100, Sacramento, CA 95814

Attendees: IC Ricardo Lara, Dan Weitzman, Eric Serna, Jamie Sahara & Jeff Silver.

From: Weitzman, Dan <dan@danweitzman.net>
Sent: Thursday, March 07, 2019 10:29 AM
To: Potter, Roberta; Angelica Rodriguez
Cc: Aubrey-Weber
Subject: RE: Change to call tim eon March 12th-

Awesome

Daniel C. Weitzman

Daniel C. Weitzman, LLC

1100 O Street, ste 200
Sacramento, CA 95814
916 444-1186-Phone
916 444-1187-Fax

dan@danweitzman.net

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Daniel C. Weitzman Consulting, LLC 1100 O Street, ste 200 Sacramento, CA 95814 Telephone: (916) 444-1186

Please consider the environment before printing this email.

From: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Sent: Thursday, March 7, 2019 8:50 AM
To: Angelica Rodriguez <angelica@danweitzman.net>; Weitzman, Dan <dan@danweitzman.net>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: Re: Change to call tim eon March 12th-

Yes we are confirmed

From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Wednesday, March 6, 2019 4:24:26 PM
To: Potter, Roberta; Weitzman, Dan
Cc: Aubrey Weber
Subject: RE: Change to call tim eon March 12th-

Hey Roberta,

Dan chatted with Ricardo and he said he's in for the Berkshire Hathaway lunch on 3/12. Just wanted to check in with you.



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To: Weitzman, Dan <dan@danweitzman.net>; Angelica Rodriguez <angelica@danweitzman.net>
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Best,
Roberta Potter
Scheduling Director/Executive Office Operations Manager
Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814
Phone: (916) 492-3622
Fax: (916) 445-2043
Roberta.Potter@insurance.ca.gov

From: Weitzman, Dan [<mailto:dan@danweitzman.net>]
Sent: Tuesday, March 05, 2019 11:11 AM
To: Angelica Rodriguez <angelica@danweitzman.net>; Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

Cool

Daniel C. Weitzman

Daniel C. Weitzman, LLC

1100 O Street, ste 200
Sacramento, CA 95814
916 444-1186-Phone
916 444-1187-Fax
dan@danweitzman.net

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From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Tuesday, March 5, 2019 10:58 AM
To: Weitzman, Dan <dan@danweitzman.net>; Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

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Here's the request I sent to you on 3/1:

Lunch with Berkshire Hathaway

Date: Tuesday, March 12, 2019

Time: 11:30AM

Location: Camden, Spit & Larder: 55 Capitol Mall #100, Sacramento, CA 95814

Attendees: IC Ricardo Lara, Dan Weitzman, Eric Serna, Jamie Sahara & Jeff Silver.



Angelica Rodriguez
Client Relations Director
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From: Angelica Rodriguez
Sent: Tuesday, March 5, 2019 8:48 AM
To: Weitzman, Dan <dan@danweitzman.net>; Potter, Roberta <Roberta.Potter@insurance.ca.gov>
Cc: Aubrey Weber <aubrey@danweitzman.net>
Subject: RE: Change to call tim eon March 12th-

No, we can't do 11am-12 on 3/12. Dan has call time then and he's all booked up for 3/11.
We can do 3pm-4pm or 4-5pm on 3/12.



Angelica Rodriguez
Client Relations Director
Daniel C. Weitzman Consulting, LLC
o. (916) 444-1186
e: angelica@danweitzman.net
a: 1100 O Street, Suite 200 | Sacramento, CA 95814

From: Weitzman, Dan <dan@danweitzman.net>
Sent: Monday, March 4, 2019 5:32 PM
To: Potter, Roberta <Roberta.Potter@insurance.ca.gov>

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From: Angelica Rodriguez <angelica@danweitzman.net>
Sent: Monday, March 11, 2019 3:18 PM
To: Potter, Roberta;ricardolara@[REDACTED]
Cc: Aubrey Weber;Weitzman, Dan;Emily Waskiewicz
Subject: 3/12 - Lunch w/ Eric Serna
Attachments: 3-12-2019 - MEMO - Lunch w Eric Serna + Berkshire Hathaway.docx

Hi All,

Please see attached memo for tomorrows lunch with Eric Serna.
Reservation is under Ricardo Lara.

If you need anything, just holler.



Angelica Rodriguez
Client Relations Director
Daniel C. Weitzman Consulting, LLC
o. (916) 444-1186
e: angelica@danweitzman.net
a: 1100 O Street, Suite 200 | Sacramento, CA 95814



DANIEL C. WEITZMAN
CONSULTING

MEMO

To: **Insurance Commissioner Ricardo Lara**
From: Daniel C. Weitzman
Date: Monday, March 11, 2019
Re: *Relationship Building Lunch with Eric Serna & Berkshire Hathaway*

11:30AM-12:30PM—Tuesday, March 12, 2019—Eric Serna & Berkshire Hathaway will be joining you for a relationship building lunch in support of your *Ricardo Lara for Insurance Commissioner 2022 campaign* at **Camden, Spit & Larder** located at **555 Capitol Mall, #100, Sacramento, CA 95814.**

Your contact will be Eric Serna: (505)-670-7055

Attendees:

1. **Insurance Commissioner Ricardo Lara**
2. Eric Serna
3. Jamie Sahara, *CEO, United Specialty Insurance Company*
4. Jeff Silver, *Applied Underwriters*
5. Steve Menzies, *CEO, Applied Underwriters*
6. Camille Alcala
7. Dan Weitzman

**Relationship Building to benefit
Ricardo Lara for Insurance Commissioner 2022**
Please call Dan Weitzman with any questions at (916) 996-2227

Lor, Chao

Subject: RE: California Insurance Company

From: Hirschhorn, Emma
Sent: Tuesday, March 12, 2019 1:50 PM
To: Lo, Michelle <Michelle.Lo@insurance.ca.gov>; Sia, Bernadette <Bernadette.Sia@insurance.ca.gov>
Cc: Bernard, Susan <Susan.Bernard@insurance.ca.gov>; Clements, Laura <Laura.Clements@insurance.ca.gov>
Subject: FW: California Insurance Company

When I met with Jeff Silvers and Steve Menzies (together with Eric Serna), I specifically asked if both of you together with Jing Yi Chen should be invited to the meeting. They said there was no need since it was just a brief one.

Anyway, please scroll below for the highlights of what was discussed. [REDACTED]

[REDACTED] For this reason, I have referred Mr. Silvers to contact Legal. [REDACTED]

[REDACTED]

I will keep you posted for further developments.

From: Hirschhorn, Emma
Sent: Tuesday, March 12, 2019 1:34 PM
To: Jeff Silver <jeffreysilver@silver-law.net>
Cc: Eric Serna (ESerna@NTGConsultants.com) <ESerna@NTGConsultants.com>
Subject: RE: California Insurance Company

Hi Jeff:

I recommend that you contact our Legal Division for the requirements of this Form A. The bureau chiefs in our Corporate Affairs Bureau are Carol Frair (Carol.Frair@insurance.ca.gov) and Valerie Sarfaty (Valerie.Sarfaty@insurance.ca.gov).

Thank you.

Emma

From: Jeff Silver [<mailto:jeffreysilver@silver-law.net>]
Sent: Tuesday, March 12, 2019 10:55 AM
To: Hirschhorn, Emma <Emma.Hirschhorn@insurance.ca.gov>

Cc: Eric Serna (ESerna@NTGConsultants.com) <ESerna@NTGConsultants.com>

Subject: RE: California Insurance Company

Emma:



The full name of United Insurance Company is United Insurance Company.

Let me know if you have any questions.

Jeff

Jeffrey A. Silver
10805 Old Mill Road
Omaha, Nebraska 68154
402-393-1984

From: Hirschhorn, Emma [<mailto:Emma.Hirschhorn@insurance.ca.gov>]

Sent: Tuesday, March 12, 2019 12:11 PM

To: Jeff Silver

Subject: RE: California Insurance Company

Thank you for providing the information. I was trying to figure out which bureau in FAD will I be updating with the information that you provided and could you please provide the following information:



Please advise.

Thank you.

Emma

From: Jeff Silver [<mailto:jeffreysilver@silver-law.net>]

Sent: Tuesday, March 12, 2019 3:36 AM

To: Hirschhorn, Emma <Emma.Hirschhorn@insurance.ca.gov>

Cc: 'Eric Serna (ESerna@NTGConsultants.com)' <ESerna@NTGConsultants.com>

Subject: California Insurance Company

Emma:

Just a quick note to thank you for taking the time to visit with Eric, Steve Menzies and me concerning the soon to be filed Form A for California Insurance Company.

We look forward to working with you and your staff to meet the September 30, 2019 deadline.

Enjoy your vacation.

Jeff Silver.

Jeffrey A. Silver
10805 Old Mill Road
Omaha, Nebraska 68154
Telephone: 402-393-1984
Facsimile: 402-393-8558

De Guzman, Debbie Lynne

Subject: Exit Meeting- Applied Underwriters, Inc. Subgroup
Location: Toll free; 1-877- [REDACTED]; Access Code [REDACTED]

Start: Thu 3/28/2019 11:00 AM
End: Thu 3/28/2019 1:00 PM
Show Time As: Tentative

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: Han, Donovan
Required Attendees: Jeff Silver; Bob Burch; Bello, Adeola
Optional Attendees: Chen, Jing Yi; Sia, Bernadette; Havick, Ryan; daniel.mathis@iid.iowa.gov; Reiner, Eric; Vang, Ber; Bernard, Susan; Lo, Michelle

Hi Everyone,

I would like to schedule an exit meeting with the Applied Underwriters, Inc. management team to discuss the results of the Group Financial Examination as of December 31, 2017. The Agenda for this meeting and a Summary of Findings and Recommendations is attached.

Please forward this invite to anyone you think would need to attend.

Thanks,

Donavan Han, CFE

Senior Insurance Examiner- Specialist

California Department of Insurance

Field Examination Division

(415) 538-4066

donavan.han@insurance.ca.gov



De Guzman, Debbie Lynne

Subject: Exit Meeting- Applied Underwriters, Inc. Subgroup
Location: Toll free: 1- [REDACTED] s Code: [REDACTED]

Start: Thu 3/28/2019 11:00 AM
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Show Time As: Tentative

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Organizer: Han, Donovan
Required Attendees: Han, Donovan; Jeff Silver; Bob Burch; Bello, Adeola
Optional Attendees: Chen, Jing Yi; Sia, Bernadette; Havick, Ryan; daniel.mathis@iid.iowa.gov; Reiner, Eric; Vang, Ber; Bernard, Susan; Lo, Michelle; Lee, Jack; Chu, Kyo

Hi Everyone,

I would like to schedule an exit meeting with the Applied Underwriters, Inc. management team to discuss the results of the Group Financial Examination as of December 31, 2017. The Agenda for this meeting and a Summary of Findings and Recommendations is attached.

Please forward this invite to anyone you think would need to attend.

Thanks,

Donavan Han, CFE
Senior Insurance Examiner- Specialist
California Department of Insurance
Field Examination Division
(415) 538-4066
donavan.han@insurance.ca.gov

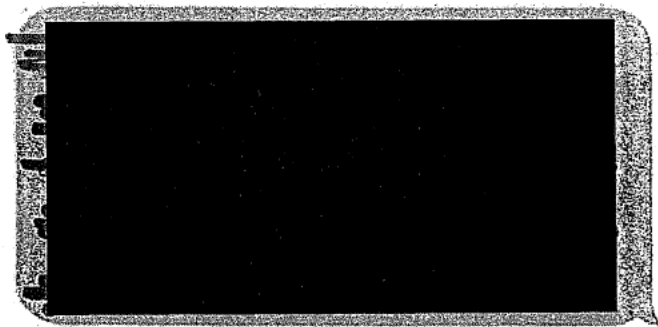


Commissioner Ricardo >

Stay

Thanks

Thu, Apr 25, 2:46 PM



Done

Will be at my desk in 5

Working to schedule lunch with Lena Gonzales and Steve Menzies on May 6th in LA that's the only time you have in the next few weeks

Ok

Lor, Chao

From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Thursday, April 25, 2019 2:49 PM
To: Potter, Roberta
Subject: Re: Scheduling

Hi Roberta

Yes it is. I'll call you in 5 min.

Sent from my iPhone

> On Apr 25, 2019, at 5:48 PM, Potter, Roberta <Roberta.Potter@insurance.ca.gov> wrote:

>
> Hi Jamie, please give me a call I don't have a point of reference for this. Is this to schedule with Commissioner Lara?

>
>
>

> Best,
> Roberta Potter
> Scheduling Director/Executive Office Operations Manager Insurance
> Commissioner Ricardo Lara
> 300 Capitol Mall, Suite 1700
> Sacramento, CA 95814
> Phone: (916) 492-3622
> Fax: (916) 445-2043
> Roberta.Potter@insurance.ca.gov

>
>
>

> -----Original Message-----

> From: Jamie Sahara [mailto:jsahara@rivpartners.com]
> Sent: Thursday, April 25, 2019 2:48 PM
> To: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
> Subject: Scheduling

>

> Hello Roberta

>

> I'm contacting you to arrange a meeting / lunch with Steve Menzies. Feel free to work directly with me to schedule this.

>

> Best

>

> Jamie Sahara

>

Lor, Chao

From: Potter, Roberta
Sent: Friday, April 26, 2019 1:43 PM
Subject: Fw: Scheduling

From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Friday, April 26, 2019 1:42 PM
To: Potter, Roberta
Subject: Re: Scheduling

I can confirm Lunch on May 6th in Los Angeles for Steve Menzies and Jamie Sahara.

Sent from my iPhone

> On Apr 25, 2019, at 5:48 PM, Potter, Roberta <Roberta.Potter@insurance.ca.gov> wrote:
>
> Hi Jamie, please give me a call I don't have a point of reference for this. Is this to schedule with Commissioner Lara?
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>
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> Insurance Commissioner Ricardo Lara
> 300 Capitol Mall, Suite 1700
> Sacramento, CA 95814
> Phone: (916) 492-3622
> Fax: (916) 445-2043
> Roberta.Potter@insurance.ca.gov
>
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>
> -----Original Message-----
> From: Jamie Sahara [<mailto:jsahara@rivpartners.com>]
> Sent: Thursday, April 25, 2019 2:48 PM
> To: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
> Subject: Scheduling
>
> Hello Roberta
>
> I'm contacting you to arrange a meeting / lunch with Steve Menzies. Feel free to work directly with me to schedule this.
>
> Best
>
> Jamie Sahara
>

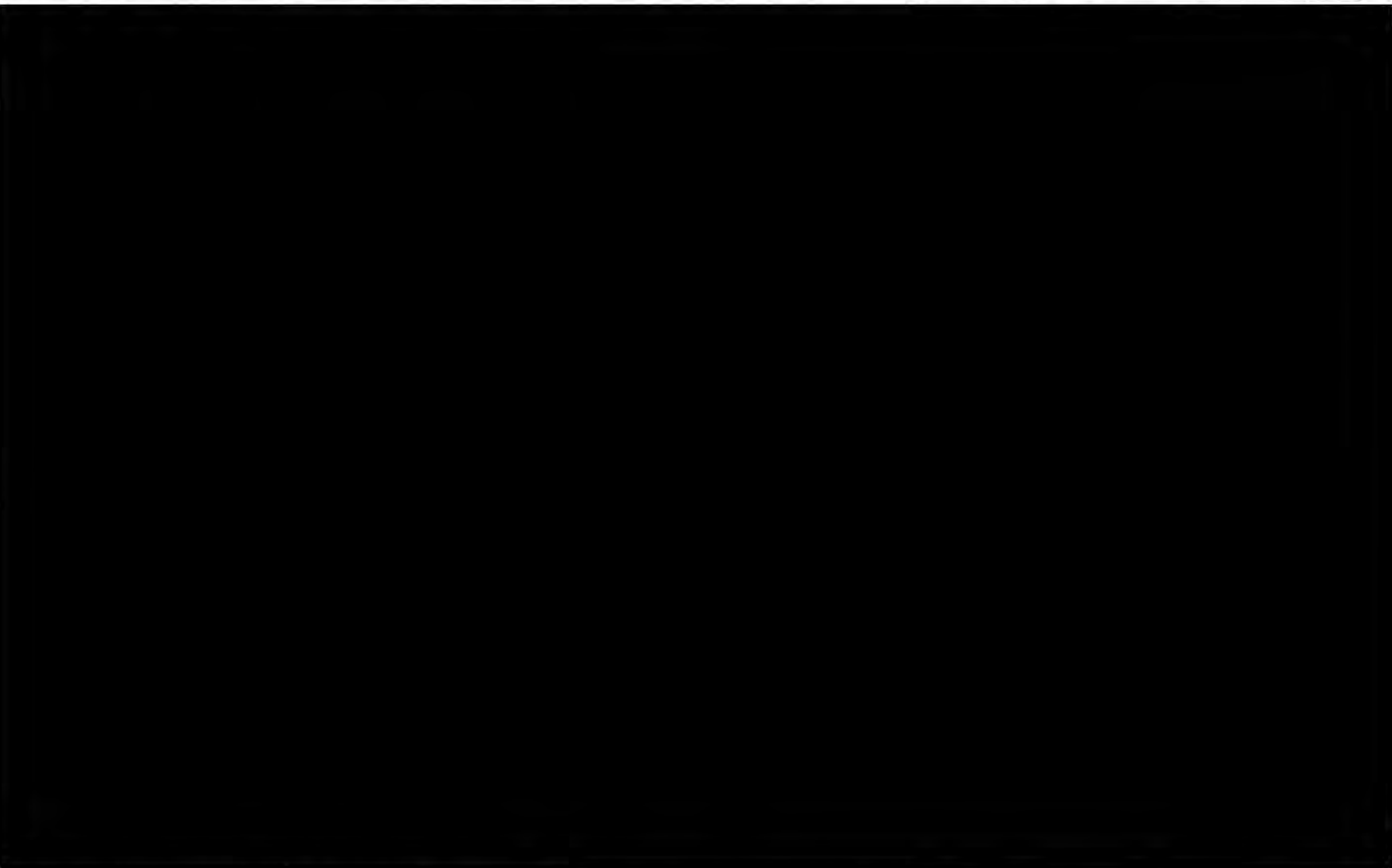
De Guzman, Debbie Lynne

From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Friday, April 26, 2019 1:42 PM
To: Potter, Roberta
Subject: Re: Scheduling

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Sent from my iPhone

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Commissioner Lara?
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> From: Jamie Sahara [mailto:jsahara@rivpartners.com]
> Sent: Thursday, April 25, 2019 2:48 PM
> To: Potter, Roberta <Roberta.Potter@insurance.ca.gov>
> Subject: Scheduling
>
> Hello Roberta
>
> I'm contacting you to arrange a meeting / lunch with Steve Menzies. Feel free to work directly with me to
schedule this.
>
> Best
>
> Jamie Sahara
>



From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Monday, April 29, 2019 6:19:30 PM
To: Potter, Roberta
Subject: Re: Lunch Confirmation

Great!

Sure. Leave the location with me and we will come up with a spot. Thanks so much!

Sent from my iPhone

On Apr 29, 2019, at 9:03 PM, Potter, Roberta <Roberta.Potter@insurance.ca.gov> wrote:

Yes we are confirmed I'm out for the next couple days, would you like to suggest a location for lunch?

Thank you for your patience

From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Monday, April 29, 2019 5:47:05 PM
To: Potter, Roberta
Subject: Lunch Confirmation

Hi Roberta

Were you able to confirm lunch on May 6th?

De Guzman, Debbie Lynne

From: Weitzman, Dan <dan@danweitzman.net>
Sent: Tuesday, April 30, 2019 6:39 PM
To: Potter, Roberta; Lizarraga, Angela
Subject: Accepted: Lunch w/ Lena Gonzales & Steve Menzies

From: Weitzman, Dan <dan@danweitzman.net>
Sent: Wednesday, May 01, 2019 9:35 AM
To: Green, David
Subject: RE: lunch between CRL and Lena

Lets get figured out

Daniel C. Weitzman

Daniel C. Weitzman, LLC

1100 O Street, ste 200

Sacramento, CA 95814

916 444-1186-Phone

916 444-1187-Fax

dan@danweitzman.net

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Daniel C. Weitzman Consulting, LLC 1100 O Street, ste 200 Sacramento, CA 95814 Telephone: (916) 444-1186

Please consider the environment before printing this email.

From: Green, David <David.Green@insurance.ca.gov>

Sent: Tuesday, April 30, 2019 9:52 PM

To: Weitzman, Dan <dan@danweitzman.net>

Subject: Re: lunch between CRL and Lena

Sounds good. Talk to you tomorrow.

-David

Sent from my iPhone

On Apr 30, 2019, at 7:57 PM, Weitzman, Dan <dan@danweitzman.net> wrote:

Got this .. David -let's chat soon

Daniel C. Weitzman

916 444-1186

dan@danweitzman.net

Sent from my iPhone

On Apr 30, 2019, at 5:56 PM, Green, David <David.Green@insurance.ca.gov> wrote:

Hello Jamie,

This is David Green (special assistant for Insurance Commissioner Lara), and on the scheduling team for him. I wanted to confirm the lunch with Lena and Dan Weitzman from noon-2pm. What location?

Thank you,
David

David Green

Special Assistant to California Insurance Commissioner Ricardo Lara

300 Capitol Mall, Suite 1700

Sacramento, CA 95814

Phone: (916) 492-3682

Cell: (916) 606-8328

David [Green@insurance.ca.gov](mailto:David.Green@insurance.ca.gov)

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From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Wednesday, May 01, 2019 10:12 AM
To: Green, David
Cc: Weitzman, Dan
Subject: Re: lunch between CRL and Lena

Hi David

Thank you for helping us. We would like to schedule two meetings with the Commissioner:

1. Formal policy discussion with the Commissioner to discuss The California Insurance Company.
2. Political meeting with the Commissioner, Lena Gonzales, and Dan Weitzman.

Happy to have a quick chat if you think that would be more efficient.

Jamie Sahara
(415) [REDACTED]

On Apr 30, 2019, at 8:56 PM, Green, David <David.Green@insurance.ca.gov> wrote:

Hello Jamie,

This is David Green (special assistant for Insurance Commissioner Lara), and on the scheduling team for him. I wanted to confirm the lunch with Lena and Dan Weitzman from noon-2pm. What location?

Thank you,
David

David Green
Special Assistant to California Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814
Phone: (916) 492-3682
Cell: (916) 606-8328
David.Green@insurance.ca.gov

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From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Wednesday, May 01, 2019 10:20 AM
To: Green, David
Cc: Weitzman, Dan
Subject: Re: lunch between CRL and Lena

Yes perfect. (415) [REDACTED]

On May 1, 2019, at 1:16 PM, Green, David <David.Green@insurance.ca.gov> wrote:

Perfect. May I call you @ 11am?

David- 916 [REDACTED]

From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Wednesday, May 1, 2019 10:12 AM
To: Green, David <David.Green@insurance.ca.gov>
Cc: Weitzman, Dan <dan@danweitzman.net>
Subject: Re: lunch between CRL and Lena

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Jamie Sahara
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Thank you,
David

David Green
Special Assistant to California Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814

Phone: (916) 492-3682
Cell: (916) 606-8328
David Green@insurance.ca.gov

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From: Weitzman, Dan <dan@danweitzman.net>
Sent: Wednesday, May 01, 2019 11:17 AM
To: Green, David; Jamie Sahara
Subject: RE: lunch between CRL and Lena

Thanks u David

Daniel C. Weitzman

Daniel C. Weitzman, LLC

1100 O Street, ste 200

Sacramento, CA 95814

916 444-1186-Phone

916 444-1187-Fax

dan@danweitzman.net

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Daniel C. Weitzman Consulting, LLC, 1100 O Street, ste 200 Sacramento, CA 95814 Telephone: (916) 444-1186

Please consider the environment before printing this email.

From: Green, David <David.Green@insurance.ca.gov>
Sent: Wednesday, May 1, 2019 10:16 AM
To: Jamie Sahara <jsahara@rivpartners.com>
Cc: Weitzman, Dan <dan@danweitzman.net>
Subject: RE: lunch between CRL and Lena

Perfect. May I call you @ 11am?

David- 916 [REDACTED]

From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Wednesday, May 1, 2019 10:12 AM
To: Green, David <David.Green@insurance.ca.gov>
Cc: Weitzman, Dan <dan@danweitzman.net>
Subject: Re: lunch between CRL and Lena

Hi David

Thank you for helping us. We would like to schedule two meetings with the Commissioner:

1. Formal policy discussion with the Commissioner to discuss The California Insurance Company.
2. Political meeting with the Commissioner, Lena Gonzales, and Dan Weitzman.

Happy to have a quick chat if you think that would be more efficient.

Jamie Sahara
(415) [REDACTED]

On Apr 30, 2019, at 8:56 PM, Green, David <David.Green@insurance.ca.gov> wrote:

Hello Jamie,

This is David Green (special assistant for Insurance Commissioner Lara), and on the scheduling team for him. I wanted to confirm the lunch with Lena and Dan Weitzman from noon-2pm. What location?

Thank you,
David

David Green
Special Assistant to California Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814
Phone: (916) 492-3682
Cell: (916) 606-8328
David.Green@insurance.ca.gov

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From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Wednesday, May 01, 2019 2:18 PM
To: Green, David
Cc: Weitzman, Dan
Subject: Re: lunch between CRL and Lena

David

Steve Menzies made a 12:00 pm lunch reservation at The NoMad restaurant located at: 649 S Olive St, Los Angeles, CA, United States, 90014

Sent from my iPhone

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Thank you,
David

David Green

Special Assistant to California Insurance Commissioner Ricardo Lara
300 Capitol Mall, Suite 1700
Sacramento, CA 95814
Phone: (916) 492-3682
Cell: (916) 606-8328
David [Green@insurance.ca.gov](mailto:David.Green@insurance.ca.gov)

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From: Green, David
Sent: Wednesday, May 01, 2019 2:31 PM
To: Jamie Sahara
Cc: Weitzman, Dan
Subject: Re: lunch between CRL and Lena

Perfect! Thank you.

Sent from my iPhone

On May 1, 2019, at 2:18 PM, Jamie Sahara <jsahara@rivpartners.com> wrote:

David

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Sent from my iPhone

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David.Green@insurance.ca.gov

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De Guzman, Debbie Lynne

From: Jamie Sahara <jsahara@rivpartners.com>
Sent: Wednesday, May 1, 2019 2:33 PM
To: Potter, Roberta; Lizarraga, Angela
Subject: Accepted: Lunch w/ only Steve Menzies & Jamie Sahara

De Guzman, Debbie Lynne

Subject: Lunch w/ only Steve Menzies & Jamie Sahara
Location: NoMad restaurant 649 S Olive St, Los Angeles, CA, United States, 90014
Start: Mon 5/6/2019 12:00 PM
End: Mon 5/6/2019 2:00 PM
Show Time As: Tentative
Recurrence: (none)
Meeting Status: Not yet responded
Organizer: Commissioner Ricardo Lara
Required Attendees: Potter, Roberta; Lizarraga, Angela; Jamie Sahara; Hayes-Bautista, Catalina

Contact: Jamie Sahara 415 [REDACTED]

De Guzman, Debbie Lynne

Subject: Canceled: Lunch w/ only Steve Menzies
Location: LA Location TBD

Start: Mon 5/6/2019 12:00 PM
End: Mon 5/6/2019 2:00 PM
Show Time As: Free

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: Commissioner Ricardo Lara
Required Attendees: Potter, Roberta; Lizarraga, Angela; Jamie Sahara

Contact: Jamie Sahara 415 [REDACTED]

De Guzman, Debbie Lynne

Subject: Lunch w/ only Steve Menzies & Jamie Sahara
Location: LA Location TBD

Start: Mon 5/6/2019 12:00 PM
End: Mon 5/6/2019 2:00 PM
Show Time As: Tentative

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: Commissioner Ricardo Lara
Required Attendees: Potter, Roberta; Lizarraga, Angela; Jamie Sahara

De Guzman, Debbie Lynne

Subject: Lunch w/ Lena Gonzales & Steve Menzies
Location: LA Location TBD

Start: Mon 5/6/2019 12:00 PM
End: Mon 5/6/2019 2:00 PM
Show Time As: Tentative

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: Commissioner Ricardo Lara
Required Attendees: Potter, Roberta; Lizarraga, Angela; Weitzman, Dan

De Guzman, Debbie Lynne

Subject: Lunch w/ only Steve Menzies & Jamie Sahara
Location: NoMad restaurant 649 S Olive St, Los Angeles, CA, United States, 90014
Start: Mon 5/6/2019 12:00 PM
End: Mon 5/6/2019 2:00 PM
Recurrence: (none)
Meeting Status: Meeting organizer
Organizer: Commissioner Ricardo Lara
Required Attendees: Commissioner Ricardo Lara; Potter, Roberta; Lizarraga, Angela; Jamie Sahara; Hayes-Bautista, Catalina

Contact: Jamie Sahara 415 [REDACTED]

De Guzman, Debbie Lynne

Subject: Lunch w/ only Steve Menzies & Jamie Sahara
Location: NoMad restaurant 649 S Olive St, Los Angeles, CA, United States, 90014
Start: Mon 5/6/2019 12:00 PM
End: Mon 5/6/2019 2:00 PM
Recurrence: (none)
Meeting Status: Meeting organizer
Organizer: Commissioner Ricardo Lara
Required Attendees: Potter, Roberta; Lizarraga, Angela; Jamie Sahara; Hayes-Bautista, Catalina

Contact: Jamie Sahara 415 [REDACTED]