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## AON Corp. Q3 2008 Earnings Conference Call Transcript

### Question-and-Answer Session

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[Operator Instructions]. And first got to the line of Meyer Shields with Stifel Nicolaus, please go ahead.

**Meyer Shields - Stifel Nicolaus & Company, Inc.**

Thanks. Good morning, everybody.

**Christa Davies - Executive Vice President Global Finance and Chief Financial Officer**

Good morning Meyer.

**Meyer Shields - Stifel Nicolaus & Company, Inc.**

You've expensed a lot of effort I think discussing I guess, the AIG situation, with clients. And I was wondering whether you expect any increase in long term remuneration from the current term that AIG is undergoing.

**Gregory C. Case - President, Chief Executive Officer and Director**

Meyer, as we've talked about, first of all obviously, there is trauma in the marketplace, not only with AIG, but other markets as well. And as we look at overall remuneration, our focus is, as it always is, on client value and delivering for clients. And we're going to continue to focus on that and drive that. I think that for us is best evidenced by what we've, in fact have done over the last few weeks. On the leadership of Steve McGill and Ted Devine, we pulled together this situation room, and spend a great deal of time and energy, really helping our clients understand what was going on in the marketplace, helped our clients make very important decisions that would support their businesses going forward.

And our view and our conviction is that, as we continue to do that and our clients succeed that Aon is going to ultimately benefit. And we'll always come back value the price. We will be the highest valuer of price in the world, in what we do. And we believe in the context of doing that helping clients understand the value we provide that we're going to get, we get paid for that. And that is in fact the case.

**Meyer Shields - Stifel Nicolaus & Company, Inc.**

I guess, on a related note, can you talk about why AIS is considered non-core?

**Gregory C. Case - President, Chief Executive Officer and Director**

Well AIS, as you look at it, the business overall, like many of the businesses we have, and have had at Aon that was a terrific business, much of it was combined in warranty and other businesses. We step back and think about what we do everyday, what we're really doing is focused on the ... on commercial lines, on commercial companies. And helping commercial firms, and insurance firms understand and mitigate risk. And take action that can help drive value in their firms, on the risk side.

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