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October 10, 2023
25 Tishrei 5784

Re: Reference for Hayden Burrus, Principal Actuary,
PerpetualCareAdequacy.com

To Whom It May Concern:

I am writing this letter to recommend Hayden Burrus and his thorough work as an actuary on our recent project involving a Perpetual Care Adequacy Study looking forward 100 years from the year 2023 for three cemeteries.

From the onset, Hayden demonstrated a depth of expertise and an ability to navigate complexity. The quality of his work reflects both his technical skills and his comprehensive understanding of the broader context within which such a project exists.

Hayden was particularly adept in his ability to handle large sets of data, validate inputs efficiently, and use them to run simulations. His results were delivered in a draft that was both detailed and easily understandable, a balance that can be difficult to achieve in complex actuarial studies.

Moreover, Hayden's qualities extend beyond his technical prowess. Throughout our collaboration, he exhibited remarkable patience and thoroughness, ensuring that all stakeholders had a clear understanding of the methodologies applied and the consequent implications. He facilitated productive meetings and was always willing to go the extra mile to meet our needs, even acknowledging the possibility of unforeseen data requirements and their potential cost implications.

Our project benefited immensely from his commitment to accuracy and his proactive approach to communication. It was especially validating to see our initial expectations not only met but significantly exceeded.

In conclusion, Hayden Burrus is a very capable professional in a relatively arcane field, combining technical skill with the kind of knowledge and dedication that makes complex projects successful. I recommend him without reservation for any projects you may have forecasting perpetual care adequacy in your cemetery funds

If I can be of further assistance, do not hesitate to contact us.

Sincerely,

Samuel J. Salkin
Executive Director Emeritus