

## Why Do 1,566 Public Sector Groups Trust National Insurance Services to Provide Their Employee Benefits?

### We Know Your Business

Public sector business has little in common with commercial industry. You need a team that can handle your unique negotiated benefits. Since 1969, public sector business has been our exclusive focus. National Insurance Services (NIS) is trusted by 1,566 organizations and over 550,000 insured individuals in 20 states - one of the largest blocks of public sector business in the United States. In addition, 175 school districts have entrusted our Retirement Income Division with over 109 million dollars in public education deposits within the first years of its existence.

### We Know *Our* Business So You Don't Have To

Sometimes insurance and financial material can be confusing. What looks like a policy match may be a crisis waiting to happen. With years of serving clients like you, we've seen it all. We know how to customize a solution, prevent claim issues and respond to your needs while respecting your budget. Whatever your needs, we can bring the marketplace to you and provide a custom crafted solution.

### We're Good People to Work With

Even in the midst of our growth, NIS has upheld the high standards and family values we started with in 1969: ethics, compassion, hard work, passion, optimism and community altruism. Our commitment has always been to do the right thing for our clients, partners, employees and the community.

When you become a customer, your NIS service team includes a Sales Rep, Inside Service Rep, Field Service Rep and Billing Rep.

Annual measurement of our written customer standards show an average customer retention rate of 96%, placing NIS into a world-class category as compared with the industry benchmark of 84%. Plus, annual third-party customer service surveys show that an average of 98.6% of NIS' clients would recommend us to others in the public sector.

"Our commitment is to do the right thing for our clients, partners, employees and the community."  
-Bruce Miller, President and CEO

