

Press Release

LifeBrokers and Disability Insurance Services Join Forces to Promote DI

San Diego, Calif., May 13, 2010: Disability Insurance Services (www.diservices.com) and LifeBrokers (www.lbiusa.com) have teamed up to provide brokers with unparalleled services in disability insurance sales training, marketing and case management. Through this new partnership, brokers will receive industry-leading tools, practices, technologies and consultancy, everything needed to operate more efficiently and effectively.

"Brokers come to us because of our comprehensive product line, case design capabilities and expertise to get things done," says Dan Valentine, LifeBrokers' president. "We have the best broker support staff in the nation — I'd put our team up against anyone. What really sets us apart is that we're big enough to tackle complex cases, but we're small enough to know our agents and markets and support them with a highly personalized experience."

LifeBrokers, a brokerage general agency, specializes in life insurance, disability, long-term care and annuities. They are licensed in all 50 states and work with more than 800 agents across the U.S. LifeBrokers helps agents grow their businesses by offering a wide range of insurance products backed by extensive training and point of sale support for all four segments. This year they plan to emphasize disability insurance as an essential part of their complete client protection package.

"Our goal is to accelerate growth in the disability insurance segment. With DIS as our partner, we can confidently promote DI services knowing that we have the expertise to handle any situation," says Valentine. "DIS offers a lot of sophistication with sales tools and training, agent support, and their proprietary quote analyzer. In addition, they have the breadth and depth of experience to handle a high DI case volume with ease," adds Jay Miller, LifeBrokers partner.

LifeBrokers is committed to building agent DI success. Over the coming year, they'll be offering several Webinars and seminars to help brokers better understand DI products. Disability Insurance

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Services Managing Partner Marcy Pruitt says, “We’ve been very impressed with the LifeBrokers program and have no doubt that they will exceed their DI growth goals in the coming year.”

About Disability Insurance Services Inc.

Founded in 1997, Disability Insurance Services markets a suite of disability insurance products through a nationwide network of brokers and affiliates. These products protect Americans’ paychecks by providing income when an insured is disabled due to illness or injury. The company, headquartered in San Diego, Calif., is known for its expertise, end-to-end broker support and innovative practices. For more information, visit www.diservices.com or call 800-898-9641.

About LifeBrokers

LifeBrokers, located in Phoenix, Ariz., has been assisting insurance professionals since 1996. Originally founded for impaired risk and hard to place cases, the agency now features a wide range of insurance products and services along with access to numerous quality carriers. Through customized case management and effective underwriting assistance, the company helps career and independent agents improve their success. To learn more about LifeBrokers, visit www.lbiusa.com or call 1-800-516-0283.

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