



FOR IMMEDIATE RELEASE

Contact:

Edward J. Bowler
USI Insurance Services
914-749-8504
ed.bowler@usi.com

Contact:

Kim Van Orman
USI Insurance Services
914-749-8558
kim.vanorman@usi.com

Kathryn Ellis

Wells Fargo
415-222-3767
kathryn.d.ellis@wellsfargo.com

**USI Insurance Services Announces the Closing of the Acquisition of
Wells Fargo Commercial Insurance Business**

VALHALLA, N.Y., December 4, 2017 – USI Insurance Services (“[USI](#)”) announced today the closing on the acquisition of Wells Fargo Insurance Services USA (“WFIS”), formerly part of Wells Fargo & Company (“Wells Fargo”) (NYSE:WFC). This purchase includes the Insurance Brokerage and Consulting, Employee Benefits and Property & Casualty national practices of WFIS, along with its Safehold Special Risk, Small Business Insurance, Student Insurance, Individual Health and Private Risk Management Insurance business lines. Terms of the transaction were not disclosed.

“With the combined strength of our two market leading companies, USI is one of the largest and strongest insurance brokerage and consulting firms in the world,” said Michael J. Sicard, chairman and CEO, USI Insurance Services. “We serve large risk management clients, middle market companies, smaller firms, and individuals with a full range of property & casualty, employee benefits, personal risk, program and retirement solutions. Together, our combined ONE Advantage delivers a superior industry platform which integrates the USI Omni Knowledge Engine™ with an industry leading Network of expertise, delivered through an Enterprise process to customize different and better solutions, resources and service for each client, with positive, measureable results. We are thrilled to join together with the tremendous professionals of Wells Fargo Insurance Services.”

“This strategic transaction is the result of hard work from the outstanding teams of both companies,” said Perry Pelos, head of Wells Fargo Wholesale Banking. “I also want to recognize the extremely talented team of professionals who are leaving Wells Fargo to join USI. I’m confident they will continue to be successful as they serve clients’ insurance needs as part of this strong industry leader.”

About USI

USI is one of the largest insurance brokerage and consulting firms in the world, delivering property and casualty, employee benefits, personal risk, program and retirement solutions to large risk management clients, middle market companies, smaller firms and individuals. Headquartered in Valhalla, New York, USI connects together over 6,000 industry leading professionals across more than 150 offices to serve clients’ local, national and international needs. USI has become a premier insurance brokerage and consulting firm by leveraging the [USI ONE Advantage®](#), an interactive platform that integrates proprietary and innovative client solutions, networked local resources and expertise, and enterprise-wide collaboration to deliver customized results with positive, bottom line impact. USI attracts [best-in-class industry talent](#) with a long history of deep and continuing investment in our [local communities](#). For more information, visit [usi.com](#).

About Wells Fargo & Company

Wells Fargo & Company (NYSE: WFC) is a diversified, community-based financial services company with \$1.9 trillion in assets. Wells Fargo’s vision is to satisfy our customers’ financial needs and help them succeed financially. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 8,400 locations, 13,000 ATMs, the internet ([wellsfargo.com](#)) and mobile banking, and has offices in 42 countries and territories to support customers who conduct business in the global economy. With approximately 268,000 team members, Wells Fargo serves one in three households in the United States. Wells Fargo & Company was ranked No. 25 on Fortune’s 2017 rankings of America’s largest corporations. News, insights and perspectives from Wells Fargo are also available at [Wells Fargo Stories](#).

###



Wells Fargo Insurance
5151 Belt Line Road, Ste. 200
Dallas, TX 75254

November 13, 2017

Collin County
2300 Bloomdale Rd. Ste 4117
McKinney TX 75071

Subject: Important update to our contact information

Dear Erica:

We announced in late June that Wells Fargo Insurance Services (WFIS) will join USI Insurance Services (USI) during the fourth quarter 2017. Preparations are underway to operate as one combined company, in early December 2017 after closing.

How to contact us after the transition

Starting Monday, December 4, 2017, please contact us using the information below.

Office address:	Office phone:
5151 Belt Line Road, Ste. 200 Dallas, TX 75254	972-737-6210

Our new email addresses will be firstname.lastname@usi.com

Emails and phone calls will be forwarded for up to 90 days after the transition.

Our offices will close at noon on Thursday Nov. 30, 2017 to facilitate this transition and will reopen on Monday Dec. 4, 2017.

We are dedicated to serving your insurance and risk management needs. Please contact us if you have questions.

Thank you. We appreciate your business.

Sincerely,

Robert S. Bookhammer
Senior Sales Executive

