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HANSCOM FEDERAL CREDIT UNION SELECTS INSURITAS TO PROVIDE TURNKEY INSURANCE AGENCY TO LEVERAGE FEE INCOME GROWTH

– Insuritas Partnership Enables Credit Union to Own a Complete Insurance Agency Solution –

East Windsor, CT August 1, 2011– Insuritas, the nation's leading provider of outsourced insurance agencies, today announced they have been selected to provide Massachusetts based Hanscom Federal Credit Union with its turnkey outsourced insurance agency solution.

Through this cost-effective outsourcing service, Insuritas enables banks and credit unions to own a complete insurance agency without the significant capital investments required to build or buy an agency. Financial institutions leverage Insuritas' proven, end-to-end insurance agency solution, featuring a comprehensive offering of all major insurance products including the high-demand personal and commercial lines insurance that are used by 100% of the bank's or credit union's customers. This turnkey insurance distribution solution includes sales professionals, successful sales strategies, ongoing access to insurance industry experts, complete back-office services including billing and claims processing, and a complete private labeled insurance agency web portal.

According to David Sprague, CEO of Hanscom Federal Credit Union, "We were strategically committed to providing our members with a full-service insurance agency where we wanted to own the agency and the policies. The Insuritas outsourcing solution enables us to accomplish both of these objectives without the traditional costs and operational risks of building or buying an agency. Leading insurance carriers will provide the insurance products and assume the underwriting risk and responsibility for the policy benefits. Insuritas' insurance professionals, who will staff our Insurance Agency, will facilitate the entire sales process directly with our members; and we own the entire book of business, including our member relationships, the policies sold and ongoing renewals."

Jeffrey Chesky, president & CEO of Insuritas, said, "We are delighted to be expanding our agency solution in Massachusetts. Our partnership will help Hanscom Federal Credit Union diversify income streams, enhance its competitive position, and deepen member relations with insurance products that feature the best combination of price, convenience and selection. Hanscom Federal Credit Union's decision to partner with Insuritas will maximize its operating flexibility, enable its internal resources to remain exclusively focused on its core competencies, and expedite its speed-to-market with competitive insurance products. Our outsourced insurance agency solution will be fully operational at Hanscom Federal Credit Union in a matter of months."

About Hanscom Federal Credit Union

Hanscom Federal Credit Union, headed by President/CEO David Sprague, is one of the largest Credit Unions in Massachusetts, with assets over \$900 million, 14 branches in two states, more than 44,000 members and over 140 employees. The financial cooperative was established in 1953. For more information, visit www.hfcu.org.

About Insuritas

Insuritas enables banks and credit unions to own a complete insurance agency solution without the significant capital investments required to build or buy an agency, or the inherent operational risks. Through a cost-effective outsourcing service, financial institutions leverage Insuritas' proven, end-to-end insurance agency solution. Insuritas is located in East Windsor CT. Additional information is available at www.insuritas.com.

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