

Leading the large market in customer satisfaction



Wells Fargo Insurance Services beats other brokers for 2011 Greenwich Broker Excellence Award

Since the start of the global economic crisis, insurance brokers have been under pressure to step up their service. Large U.S. companies expect a savvy mix of domestic and international advisory services, combined with day-to-day support on coverage and claims.

Wells Fargo Insurance Services is one of the best brokers in the nation for meeting the demand. That's according to Greenwich Associates' 2011 Large Corporate Insurance Study, in which Wells Fargo Insurance Services received the top award for customer satisfaction: the 2011 Greenwich Broker Excellence Award.

The study surveyed risk managers at more than 675 U.S. companies with annual revenues of \$500 million or more, and Wells Fargo Insurance Services received customer satisfaction ratings that significantly exceeded those of other brokers.

“This award is a great testament to Wells Fargo Insurance Services' ability to understand our customers' needs and exceed their expectations through a combination of strategic risk advice and counsel, formidable transactional capabilities, and excellent services,” said Managing Director Emanuel Lauria, chairman of Wells Fargo Risk Management Solutions. “We're proud to be a leader in the large corporate arena, going above and beyond to help major organizations navigate through this turbulent economic cycle, and access an array of financial solutions through Wells Fargo.”

Wells Fargo Insurance Services continues to demonstrate its capabilities for large U.S. companies. The 2011 excellence award follows Wells Fargo Insurance Services' distinguished performance in last year's Large Corporate Insurance Study, which included high marks for insurance knowledge, understanding customers' business needs, and overall customer service.

Wells Fargo Insurance Services is the fifth largest insurance brokerage firm in the world. Our dedicated Risk Management Solutions Group provides sophisticated risk management services and experience to large global corporations.

Insurance products are offered through non-bank insurance agency affiliates of Wells Fargo & Company and are underwritten by unaffiliated insurance companies.

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