



Contact:

Rachel Spear  
Strategic Communications  
[rspear@selectquote.com](mailto:rspear@selectquote.com)  
**913-712-0177**  
SelectQuote.com

Contact:

Sherri Lindenberg  
Senior Vice President  
Marketing Communications  
[Sherri.Lindenberg@Crump.com](mailto:Sherri.Lindenberg@Crump.com)  
**862-286-3451**  
Crump.com

**CRUMP AND SELECTQUOTE ANNOUNCE STRATEGIC RELATIONSHIP**

*Opportunity for market leaders to leverage products and services to protect more people*

**Parsippany, NJ** (March 6, 2019) – Crump Life Insurance Services (Crump) and SelectQuote, an Overland Park, Kan. and San Francisco-based direct marketing organization, today announced the start of a multi-faceted strategic relationship that will bring much needed life insurance and retirement protection coverage to more distributors, businesses and consumers.

“LIMRA data shows more than 55 percent of the population would feel adverse effects within a year with the loss of a primary wage earner’s income. We believe combining the resources of our two powerhouse organizations can help grow the number of people protected by the products we, and our intermediaries, offer through customer-focused efficient and compliant solutions,” said Crump President, Rob Carney.

“The relationship begins with SelectQuote becoming a member of Crump subsidiary Tellus Brokerage Connections’ independent agency network,” said Senior Vice President and General Manager, Tellus Brokerage Connections, Jim Duff. “This affiliation supports both organizations’ long-term strategy of growth, bringing SelectQuote access to the Tellus resources, processes and products, while strengthening SelectQuote’s support of and offerings to clients,” explained Duff.

“SelectQuote is excited to work closely with Crump and Tellus to enhance each other’s growth in product lines and support services,” said Tim Danker, SelectQuote CEO. “As we have done for more than 30 years, we operate in the best interest of our customers and our more than 60 carrier partners. We will continue to tailor solutions for our customers giving them the best value for their insurance dollar while producing high-quality business with strong underwriting results. As we look to the future of the insurance industry, collaborating with Crump will further our mission of bringing peace of mind to our customers and quality results to our business partners.”

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“With scale and expertise that helps its member firms grow in today’s challenging business environment, Tellus fills an important niche in the marketplace and in the Crump business portfolio,” said Carney. He added, “As our organization evolves and responds to changing market dynamics, Crump has and will continue to provide a broad spectrum of insurance solutions to meet the diverse needs of the marketplace. This new relationship demonstrates the strength of our value proposition as well as the opportunities for future growth across our distribution channels.”

#### **About SelectQuote Insurance Services**

Founded in 1985, SelectQuote pioneered the model of providing unbiased comparisons from multiple highly rated insurance companies delivering the best policy and terms to customers. SelectQuote is an innovative and established leader in building and operating insurance exchanges for life, edicare, auto and home insurance products. For more information, visit [SelectQuote.com](http://SelectQuote.com) and engage via [Facebook](#), [LinkedIn](#) or [Twitter](#).

#### **About Tellus Brokerage Connections**

[Tellus Brokerage Connections](#) is a national network of approximately 50 independent life brokerage general agencies that maintain their brand and own their businesses, while utilizing the industry leading resources that Tellus makes available. Tellus enhances its member agencies’ long-term viability, value to clients and overall business growth by offering a selection of carriers, products, services and technology solutions.

Tellus, a wholly-owned subsidiary of Crump Life Insurance Services, was formed in 2009 to bring technology and insurance industry efficiencies to independent brokerage general agencies by fulfilling administrative and noncore functions, enabling them to focus on client acquisition, marketing and service. Contact with us at [marketing@tellusbrokerage.com](mailto:marketing@tellusbrokerage.com).

#### **About Crump Life Insurance Services**

[Crump Life Insurance Services](#) is a leading, independent wholesale distributor of life insurance and retirement products, linking a national network of approximately 200,000 financial services professionals with the products manufactured by approximately 100 highly rated insurance companies. Crump supports the distribution of life, long-term care, disability and annuity products with the industry's premier sales and back-office support services.

Crump’s technology-driven insurance distribution solutions are among the insurance brokerage industry’s most advanced. Crump Life Insurance Services includes the following brands: [RiskRighter<sup>SM</sup>](#), [Tellus Brokerage Connections](#) and [TIME](#). Crump is part of [BB&T Insurance Holdings, Inc.](#) Connect with Crump on [Facebook](#), [LinkedIn](#) and [Twitter](#).

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