



November 15, 2019

Dear Valued Client,

We are extremely pleased to announce the merger of Vanyo Insurance Group with The Arizona Group effective October 1, 2019. For over 25 years Vanyo Insurance Group has been a fixture in serving the personal and business insurance needs of their clients. This merger will allow us to expand our resources to better serve our clients.

The Arizona Group is a full-service insurance provider that was founded in the east valley in 1993. Our agencies have worked closely together for the past 3 years as fellow members of United Agents of Arizona, a membership organization of nine well respected local firms that combine resources and premium volumes to give its members a competitive advantage when negotiating for their clients. Our shared values and culture make this a perfect fit for both organizations.

We are pleased to inform you that your account will still be serviced by the same team. Justin Hallman and Kim Brown are excited to join the new organization and will have additional support and resources to assist them in the servicing of your account.

Along with receiving the service you have come to expect from Vanyo Insurance Group you will have additional benefits that will be provided because of the merger. Some of these new services include:

Client Claims Advocate: we understand that having a claim is an interruption to your life so we try and help this process go a little smoother. Our claims unit will help you manage the claim from taking your call, turning it into the insurance carrier, working with adjusters to help get the claim resolved quickly.

In-house practice experts: The Vanyo team will now have access to a full-service employee benefits team that specializes in a wide range of group insurance options all delivered with state-of-the-art client platforms to assist with the challenging compliance issues associated with these products. Additionally, they have a team of certified specialists in individual life, disability, long term care and Medicare products to assist them in finding the best solutions for their clients.

More companies, more choices: The merger will result in many more insurance company options for the Vanyo team to access allowing for even more creative solutions for their client's protection at the best possible pricing.

Please call us with any questions you might have. We look forward to sharing about this exciting new chapter for Vanyo Insurance!

Sincerely,

A handwritten signature in blue ink, appearing to read 'John Vanyo'.

John Vanyo, Principal

A handwritten signature in blue ink, appearing to read 'Susan Vanyo'.

Susan Vanyo, Owner