



Insurance Marketing Strategies operates using a network of companies that when all working together provide the most comprehensive databases of insurance licensed professionals in the country. We are able to provide IMO'S, FMO'S & MGA'S, as well as home office personnel in every market place within the industry a one stop shop to get the most up to date, accurate & advanced type data to perform the most successful marketing campaigns the industry has ever seen. Using the databases and data provided by IMS our clients can once again determine who the "million dollar round table" type agents are and no longer have to contract 10 agents to find 1 or 2 that will write the business and bring in the amount of premium expected of them. **CLIENTS OF IMS OWN THE DATA THAT THEY PURCHASE, NOT "RENT" IT! LIST**

THIS INCLUDES LIST ORDERS AND FULL DATABASE ACCESS!

IMS operates with numerous other companies to meet the requests of our clients in the insurance industry that are looking to meet their needs and do this in the most cost effective way possible. Our specialty is agent recruitment; although we do offer other services such as the consumer leads and continuing education resources across the country, recruiting agents is our top priority and specialty. IMS gives FREE data to continuing education providers across the nation in exchange for these CE providers to have the agents they service do a short survey that asks the basic question which enable us to profile these agents in "select" type databases according to the products that they sell so that our clients can totally take the "GUNSHOT approach out of their marketing campaigns. Collecting this information helps us to have accurate email and product oriented databases so that our clients do not just have to market to every agent with a L&H license to contract the agents that they are looking for in the markets that they serve enabling them to become dominate within their primary marketplace. We have formed a network separate marketing companies that each operate individually and have their own specialty, we have done this so that our clients can receive the best possible service, the most accurate product and the most cost effective pricing in the industry while at the same time deal with a company that on a day to day basis deals strictly in this particular need of the client. For instance, we have email marketing available in the network, and that is all that company does is email marketing, this is the same for all of the products that we offer. From emails, turnkey mailers, full access databases, agent list services, telemarketing data and consumer leads all operating in the same network, specializing in a unique product and we honestly believe that each company in our network is the absolute best at what they do and delivers the best possible product to its customers at the best possible pricing available in the industry today. The insurance marketing industry as a whole is changing from day to day so rapidly that we are constantly updating our products and services to compete with any new successful marketing techniques that are forming within the industry. With the Insurance Marketing Strategies side of the network, the program we have given the name "Database Options" is an unbelievable, unbeatable database service that is the most comprehensive and cost effective product in the entire country. Clients can pay one price and have UNLIMITED ACCESS for 12 full months to any and all databases owned by the company for one cost effective pricing and then access this data on a 24/7 web platform that allows the client to use the amount of records purchased at their own pace with no time restrictions what so ever, they can market at their own pace and not have to worry that they will loose access to the database until they have used every record that they paid for, 2 months or two years, it does not matter! This web platform contains over 450,000 email addresses, over 3500 different carriers to equal over 20 million individual carrier appointments, the L&H list from every department of insurance in the country & only after performing a National Change Of Address, phone append and the removal of every car lot, funeral home, bank and bail bonds agent is this database made available to our clients. The pricing of the four separate options

available to the client is listed below this paragraph, however we have also made this product custom to the client's needs for clients that are geographically restricted we can come up with a price to access the data contained within the states that they market in starting at 30,000 records! Of course we still sell the traditional lists that our client's request, but the databases we have assembled are our most cost effective way of bringing to our clients custom ways of purchasing list data with over 150 different options. The IMS DATABASE INDEX serves as a table of contents that allows our clients to get access to the agents by selecting the database that is custom made to fit their marketing needs totally removing the need to ever use the "gunshot" approach again!

DATABASE OPTIONS PRODUCT OPTIONS

OPTION 1 is 30,000 RECORDS @ \$1,800

OPTION 2 is 50,000 RECORDS @ \$2,500

OPTION 3 is 100,000 RECORDS @ \$4,000

OPTION 4 is 200,000 RECORDS @ \$6,000

UNLIMITED ACCESS 12 MONTHS @ \$8,500

(Insurance Marketing Strategies runs promotional discounts every month on data products)

These are the standard options offered by Insurance Marketing Strategies, we have done custom database orders in the past, and we are open to fit the needs of our clients. Prices will be adjusted according to the amount or records in the states that fit the client's needs and/or the areas that cover the clients marketing areas.

Our company will accommodate any list order large or small; we cater to the needs of our clients with **customer service being our number one priority**. We handle each & every client with the same attention to detail making sure that the best interest of the client is always kept in mind, no matter if the client is making a minimum order or purchasing full access to our over 200 different databases! You will speak directly to the owner every time you call Monday-Friday 8AM through 8PM and 1PM-4Pm on Saturdays.

We believe that by working together in this network, instead of in competition, that the client in the end will get a much better product. The industry is full of competition that offers a wide variety of products all at the same time, we feel it is impossible to have the best product to deliver to a client when yesterday it was emails, today its direct mail and tomorrow it's a client that is looking for a list. In our network we can offer you the product that you are looking to use to promote your products and services and guarantee you that the product is coming from someone that deals ONLY in that product, every single day of the week, and is experienced enough to tell you exactly what you need to know about that product and give you honest answers to your questions in regards to what is best for you as the client, and the results you can expect by using the chosen product to promote your business. Not one vender in our network will sell you a product if they feel that it is not the best product to meet your needs. We have many ways to help make you successful, and making sure that you use the right product is one of our top priorities. We will not sell you the largest list, but the best one for your needs. We want your repeat business, and we know if we give you a top quality product with excellent customer service, that we will continue to do business for many years to come. We understand that when working with a new company that you are skeptical about the outcome of spending your hard earned marketing money with a new vender so we are there every step of the way to guide you with helpful suggestions, reduced first time client discounts and deliverability guarantees. When you come back to do business with us again we are very confident that you will have the confidence in our network that will make your campaigns and projects as successful as they can possibly be.

CUSTOM DATABASES ON WEB PLATFORM WITH COUNTS

Currently on our 24/7 Web Platform (custom databases are also made to the client's specifications at no extra cost delivered within 24 hours)

- 1) Insurance Agent Adjusters Nationwide Database (106,102 agents in database)
- 2) Agents licensed with 3 or more Fixed/Indexed Annuity Carriers (323,879 agents in database)
- 3) Agents licensed with 3 or more LTC carriers (214,560 agents in database)
- 4) Agents licensed with 3 or more Life carriers (261,371 agents in database)
- 5) Agents licensed with 3 or more Health carriers (125,379 agents in database)
- 6) Agents licensed with 3 or more Senior Market Carriers (229,423 agents in database)
- 7) All Annuities Database (**FIXED, INDEXED, VARIABLE (CLIENTS CHOICE)**) (342,678 record database)
- 8) Business Emails Database (**APROX 400K IN EMAILS TOTAL EMAIL DATABASE**)
- 9) Business contact database (1,212,273 agents) not including standard database W/ business phones
- 10) Captive agents (185,582 agents in database)
- 11) Dual Licensed agent's (323,865 agents in database, NOT COUNTING 1.2 million standard database record counts)
- 12) Earliest Appointment Dates (**Dates back from 1- 30 years**) (566,738 agents in database)
- 13) Email Database (**APROX 500K IN EMAILS TOTAL IN DATABASE**)
- 14) Final Expense Database (24,665 agents, not counting standard database counts)
- 15) FINRA Database (310,467 agents in database)
- 16) Home Contact Data (44,345 agents, not counting 1.2 million records in the standard database)
- 17) Home Phone Available Database (1, 44,010 agents in both databases)
- 18) Home Value Database up to \$1,000,000 (5 separate levels of pricing)
 - 1) Over \$100,000 (160,000 agents)
 - 2) Over \$250,000 (70,000 agents)
 - 3) Over \$500,000 (50,000 agents)
 - 4) Over \$750,000 (40,000 agents)
 - 5) At or over \$1,000.000 (21,000 agents)
- 19) L&H WITH Annuity Database Fixed/indexed (194,346 agents in database)
- 20) MGA Database (15,683 contacts in database)
- 21) Agents contracted with (2) more annuity carriers Database (213,004 agents in database)
- 22) Non Captive Agents (740,876 in advanced database) Over 1.2 million in standard database
- 23) Number of states licensed health agents by groups (2-5) (6-10) (11-20) & (21-30) (see below)
"Number of states agents licensed in"
 - 2-5 states count (209,143 agents in database)
 - 6-10 states count (29,779 agents in database)
 - 11-20 states count (16,011 agents in database)
 - 21-39 states count (11,610 agents in database)
- 24) Number of states licensed Life agents by groups (2-5) (6-10) (11-20) & (21-30) (see below)
"Number of states agents licensed in"
 - 2- States count (194,746 agents in advanced database)
 - 6-10 States count (25,777 agents in advanced database)
 - 11-20 states count (10,420 agents in advanced database)
 - 21-30 states count (8,910 agents in advanced database)
- 25) Owner/Partners of Agencies database (27,273 agents in database)
- 26) P&C Database (203,582 agents in database)
- 27) Regional Agents Database
- 28) Residential Email Database (257,970 agents in database)
- 29) Independent L&H agents Database (1.3 million agents in database)
- 30) Retirement/pension agent's database (10,186 agents in database)

- 31) Variable Agents database (346,023 agents in database)
- 32) Broker Dealer database (498,666 AGENT RECORDS)
- 33) Carrier appointments database (20 million records total) (clients choice, index available for review)
- 3600 DIFFERENT CARRIERS W/ agent counts**
- 34) Wire House Agents database (26,484 agents)
- 35) FMO/IMO Database (Under Appends)
- 36) Med Sup Database (364,798 records total)
- 37) HMO Agent Database (Under Appends)
- 38) Casualty Agents Database (Under Appends)
- 39) Auto Agents Database (Under Appends)
- 40) Agents with both business & home contact in same record (651,353 agents in the database)
- 41) Life with a series 6 database (451,001 records in database)
- 42) Financial Advisors Database/ Financial advisors with an L&H license (Under Append)
- 43) Financial Advisors w/ an L&H license (Approx 500,000 records in database)
- 44) Standard Agent database (consisting of Approx 1.3 million records total)
- 45) Advanced Agent database (consisting of Approx 1.4 million records total)
- 46) Work phones contact database (800,507 agent records in the database)
- 47) Home contact data for agents (927,759 records in database)
- 48) L&H agents with both home & work contact data in "same" record (651,353 agents in the database)
- 49) Agents working out of the home (Under Appends)
- 50) Life Annuity Database (611,580 total records in database)
- 51) Accident & Health agent database (658,541 total records in database)
- 52) CFO/Treasurer database (307 agent record in database)
- 53) Confirmed Home Mailing addresses (34,142 records in "advanced" database--980,445 agents in "standard" database)
- 54) Agents selling Dental products database (181 agents in database)
- 55) Female agent's nationwide database (567,469 female agents in database)
- 56) Male agent nationwide database (786,986 agent records in database)
- 57) Agents mortgage amount in record data (93,468 total records in database)
- 58) TIHA agent database (538 total agent records in database)
- 59) TIPA agent database (163,614 total records in database)
- 60) Title of Manager database (3138 total records in the database)
- 61) Viatical Settlement agent database (total of 613 agent records in database)
- 62) Variable Life agents in database (49,856 total records in database)
- 63) Variable Life/Variable Annuities (46,950 agent records in database)
- 64) Vice President or Director (12,966 total agent records in database)
- 65) Accident & Health Agents (794,652 total agent records in database)
- 66) Agents Farm Property & Liability (1,788 agent records in database)
- 67) Agents Fire Insurance (108,026 agent records in database)
- 68) Public Adjuster Workers Compensation (2,494 total agents in database)
- 69) Life, Accident & Health Industrial (business phone also available)
- 70) **BUSINESS PROFESSIONALS DATABASE CONSISTING OF 5 MILLION RECORDS WITH CONTACT INFO & EMAIL ADDRESS IN RECORD DATABASE**

ALABAMA ADVANCED DATABASE	(18,890 RECORDS)
ALABAMA STANDARD DATABASE	(5,565 RECORDS)
ALASKA ADVANCED DATABASE	(2,728 RECORDS)
ALASKA STANDARD DATABASE	(762 AGENT RECORDS)
ARIZONA ADVANCED DATABASE	(49,792 AGENT RECORDS)
ARIZONA STANDARD DATABASE	(19,192 AGENT RECORDS)
ARKANSAS ADVANCED DATABASE	(18,517 AGENT RECORDS)
ARKANSAS STANDARD DATABASE	(10,821 AGENT RECORDS)

CALAFORNIA ADVANCED DATABASE	(203,803 AGENT RECORDS)
CALIFORNIA STANDARD DATABASE	(117,216 AGENT RECORDS)
COLORADO ADVANCED DATABASE	(10,662 AGENT RECORDS)
COLORADO STANDARD DATABASE	(13,589 AGENT RECORDS)
CONNECTICUT ADVANCED DATABASE	(23,751 AGENT RECORDS)
CONNECTICUT STANDARD DATABASE	(14,676 AGENT RECORDS)
DC ADVANCED DATABASE	(757 AGENT RECORDS)
DC STANDARD DATABASE	(674 AGENT RECORDS)
DELAWARE ADVANCED DATABASE	(1,388 AGENT RECORDS)
DELEWARE STANDARD DATABASE	(2,762 AGENT RECORDS)
FLORIDA ADVANCED DATABASE	(43,713 AGENT RECORDS)
FLORIDA STANDARD DATABASE	(93,815 AGENT RECORDS)
GEORGIA ADVANCED DATABASE	(17,125 AGENT RECORDS)
GEORGIA STANDARD DATABASE	(23,475 AGENT RECORDS)
HAWAII ADVANCED DATABASE	(5,157 AGENT RECORDS)
HAWAII STANDARD DATABASE	(375 AGENT RECORDS)
IDAHO ADVANCED DATABASE	(23,671 AGENT RECORDS)
IDAHO STANDARD DATABASE	(15,919 AGENT RECORDS)
ILLINOIS ADVANCED DATABASE	(24,767 AGENT RECORDS)
ILLINOIS STANDARD DATABASE	(67,597 AGENT RECORDS)
INDIANA ADVANCED DATABASE	(11,638 AGENT RECORDS)
INDIANA STANDARD DATABASE	(28,965 AGENT RECORDS)
IOWA ADVANCED DATABASE	(23,681 AGENT RECORDS)
IOWA STANDARD L&H DATABASE	(15,919 AGENT RECORDS)
KANSAS ADVANCED DATABASE	(9,913 AGENT RECORDS)
KANSAS STANDARD DATABASE	(14,256 AGENT RECORDS)
KENTUCKY ADVANCED DATABASE	(19,952 AGENT RECORDS)
KENTUCKY STANDARD DATABASE	(8,379 AGENT RECORDS)
LOUISIANA STANDARD DATABASE	(30,432 AGENT RECORDS)
LOUSIAINA ADVANCED DATABASE	(11,467 AGENT RECORDS)
MAINE ADVANCED DATABASE	(7,533 AGENT RECORDS)
MAINE STANDARD DATABASE	(2,658 AGENT RECORDS)
MARYLAND ADVANCED DATABASE	(6,082 AGENT RECORDS)
MARYLAND STANDARD L&H DATABASE	(11,983 AGENT RECORDS)
MASSACHUSETTS ADVANCED DATABASE	(29,462 AGENT RECORDS)
MASSACHUSETTS STANDARD DATABASE	(18,137 AGENT RECORDS)
MICHAGAN ADVANCED DATABASE	(13,021 AGENT RECORDS)
MICHIGAN STANDARD DATABASE	(26,997 AGENT RECORDS)
MINNESOTA ADVANCED DATABASE	(45,210 AGENT RECORDS)
MINNESOTA STANDARD DATABASE	(27,222 AGENT RECORDS)
MISSISSIPPI ADVANCED DATABASE	(19,650 AGENT RECORDS)
MISSISSIPPI STANDARD DATABASE	(12,935 AGENT RECORDS)
MISSOURI ADVANCED DATABASE	(31,591 AGENT RECORDS)
MISSOURI STANDARD DATABASE	(27,222 AGENT RECORDS)
MONTANA STANDARD DATABASE	(822 AGENT RECORDS)
MONTANNA ADVANCED DATABASE	(2,232 AGENT RECORDS)
NEBRASKA ADVANCED DATABASE	(5,542 AGENT RECORDS)
NEBRASKA STANDARD DATABASE	(6,665 AGENT RECORDS)
NEVADA ADVANCED DATABASE	(3,542 AGENT RECORDS)
NEVADA STANDARD DATABASE	(6,091 AGENT RECORDS)
NEW HAMPHSHIRE ADVANCED DATABASE	(3,259 AGENT RECORDS)

NEW HAMPHSHIRE STANDARD DATAB	(3,411 AGENT RECORDS)
NEW HAMPHSHIRE ADVANCED DATABASE	(49,535 AGENT RECORDS)
NEW JERSEY STANDARD DATABASE	(20,163 AGENT RECORDS)
NEW MEXICO ADVANCED DATABASE	(282 AGENT RECORDS)
NEW MEXICO STANDARD DATABASE	(4,553 AGENT RECORDS)
NEW YORK ADVANCED DATABASE	(85,957 AGENT RECORDS)
NEW YORK STANDARD DATABASE	(31,776 AGENT RECORDS)
NORTH CAROLINA ADVANCED DATABASE	(11,586 AGENT RECORDS)
NORTH CAROLINA STANDARD DARABASE	(38,609 AGENT RECORDS)
NORTH DAKOTA ADVANCED DATABASE	(1,797 AGENT RECORDS)
NORTH DAKOTA STANDARD DATABASE	(3,480 AGENT RECORDS)
OHIO ADVANCED DATABASE	(83,085 AGENT RECORDS)
OHIO STANDARD DATABASE	47,598 AGENT RECORDS)
OKLAHOMA ADVANCED DATABASE	(25,641 AGENT RECORDS)
OKLAHOMA STANDARD DATABASE	(12,080 AGENT RECORDS)
OREGON ADVANCED DATABASE	(24,241 AGENT RECORDS)
OREGON STANDARD DATABASE	(8,313 AGENT RECORDS)
PENNSYLVANIA ADVANCED DATABASE	(22,478 AGENT RECORDS)
PENNSYLVANIA STANDARD DATABASE	(50,582 AGENT RECORDS)
RHODE ISLAND ADVANCED DATABASE	(5,557 AGENT RECORDS)
RHODE ISLAND STANDARD DATABASE	(1,941 AGENT RECORDS)
SOUTH CAROLINA ADVANCED DATABASE	(3,887 AGENT RECORDS)
SOUTH CAROLINA STANDARD DATABASE	(12,398 AGENT RECORDS)
SOUTH DAKOTA ADVANCED DATABASE	(2,016 AGENT RECORDS)
SOUTH DAKOTA STANDARD DATABASE	(4,626 AGENT RECORDS)
TENNESSEE ADVANCED DATABASE	(49,415 AGENT RECORDS)
TENNESSEE STANDARD DATABASE	(26,980 AGENT RECORDS)
TEXAS ADVANCED DATABASE	(125,793 AGENT RECORDS)
TEXAS STANDARD DATABASE	(86,403 AGENT RECORDS)
UTAH ADVANCED DATABASE	(3,339 AGENT RECORDS)
UTAH STANDARD DATABASE	(8,538 AGENT RECORDS)
VERMONT ADVANCED DATABASE	(884 AGENT RECORDS)
VERMONT STANDARD DATABASE	(1,384 AGENT RECORDS)
VIRGINIA ADVANCED DATABASE	(13,326 AGENT RECORDS)
VIRGINIA STANDARD DATABASE	(20,792 AGENT RECORDS)
WASHINGTON ADVANCED DATABASE	(10,150 AGENT RECORDS)
WASHINGTON STANDARD DATABASE	(10,586 AGENT RECORDS)
WEST VIRGINIA ADVANCED DATABASE	(3,941 AGENT RECORDS)
WEST VIRGINIA STANDARD DATABASE	(5,536 AGENTS RECORDS)
WISCONSIN ADVANCED DATABASE	(24,422 AGENT RECORDS)
WISCONSIN STANDARD DATABASE	(29,343 AGENT RECORDS)
WYOMING ADVANCED DATABASE	(288 AGENT RECORDS)
WYOMING STANDARD DATABASE	(1,471 AGENT RECORDS)

WHAT SEPERATES IMS FROM THE COMPETITION

1) Customer service!

2) The most accurate products in the industry!

3)Pricing which allows our clients to spend a fraction of their marketing expenses on the actual obtaining of data which allows them to focus on actually contracting producers instead of having to spend thousands of wasted dollars on obtaining marketing data with numerous “up charges!

IMS is now an industry leader in providing top quality insurance marketing products at never before see prices in our industry. IMS offers a full line of insurance marketing products capable of handling the smallest marketing campaign as well as being able to service the client that is marketing on a nationwide basis and needs access to an unlimited database for their marketing needs. Why should you continue buying lists from any list provider when you can have exclusive, accurate counts nationwide by zip code, county, and product type counts right at your fingertips! No more invoicing and negotiating terms of the data, and no more paying for phone numbers as an extra when IMS provides them at no extra cost within the database.(BOTH HOME AND BUSINESS) Check the pricing from our competition on 25,000 records all including phones and you will be very surprised at the money you will save by doing business with IMS. You may ask yourself, how can they provide quality list data to me at this price? The answer is very easy, you are pre-paying for the list data along with numerous other clients, we use this money to keep the database clean and filtered which in return you are rewarded by getting your data at a lower price than if you were to make an actual smaller numerous list orders, remember, there are other clients that make their orders individually and are paying quite a bit more than you for their data, with this in mind, taking all of the money coming in on list sales, we put that money back into our database program to get new data and deliver the freshest data possible to you at the lowest possible pricing available. We take ALL money coming in on database orders and use that money to keep the database in top quality condition and since you as the client are helping in the cost of the upkeep we pass the savings along to you as a reward. We have researched and found that some of our competitors are only updating their databases once a year, at IMS we update our database SIX times a year,(EVERY 60 DAYS) this includes the National Change of Address so that you are getting residential producers in the state you are ordering, and the Telephone Appends which have a lot to do with the success of your mailing campaigns because you can follow up with them by telephone which greatly increases the rate of contracted agents and this also keeps you fresh in the agents mind. Below you will find a link that will take you to our basic database agreement. In some circumstances this agreement can be modified to fit the needs of the client.

I look forward to speaking with you personally; I will GUARANTEE you the lowest possible pricing and the most comprehensive data available in the industry today! Contact me personally and I will send you every county, zip code and state count possible along with any radius counts as well as over 3500 different carriers that equal over 20 million records so you can have this information right at your fingertips!

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