



The Difference Card

2024

Wrapped



A look back at creating  
better benefits at a  
better price.



The Difference Card

# 2024 Milestones



2024 Growth Conference in Newport, RI

**CAREERS ON  
THE MOVE**

**15 + 20**

INTERNAL PROMOTIONS

NEW HIRES

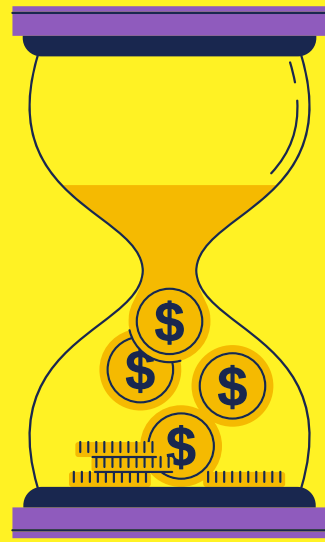
**CUP OF JOE**



NOT YOUR AVERAGE HEALTH  
INSURANCE PODCAST

**12**  
EPISODES





**You helped us save  
employers**

**\$496,732,939**  
**on their health insurance  
in 2024**

Give yourself a pat on the back!



The Difference Card



# Breaking down \$400 MILLION in employer savings...

**Total Number of Members:**  
**253,966**

**Average Annual Savings:**  
**19.6%**

**Average Savings Per Group:**  
**\$251,765**

**Average Savings Per Employee:**  
**\$3,911**

We've been busy  
this year!



**Your success is  
our success.**

# 2024 Producer Partner Results:

**\$168**  
MILLION

in new medical  
premium

**New broker of  
records won**

**195**

**\$8.4** MILLION

in new revenue for broker  
partners



# Your favorite case studies this year...

**1**

Florida-Based Private Equity Firm  
Saves Over \$800,000

**2**

Pennsylvania Software Firm Saves  
Over \$440,000

**3**

Automobile Dealership Saves Over  
\$400,000

**4**

Global Shipping Company Saves  
Over \$400,000

**5**

Illinois Manufacturing Company  
Saves Over \$160,000





# Member Service Stats

**50**

Client  
Satisfaction  
Rating

NET PROMOTER SCORE

**41**

Average Speed to  
Answer Calls

SECONDS

Average Claims  
Turnaround Time

**2** DAYS

**4.6** STARS

Member Service  
Rating



# The reviews are in...

“

The Difference Card folks provide **the best customer service**. Every time I call they are helpful and nonjudgmental folks who answer each question with care and detail. I **appreciate this so much**.

Member of a New York City Non-Profit

”

“

So nice to talk to **someone who listens** and understands right away what you need and is able to **help out so quickly**. Much much easier than I anticipated!

Member of a County Library

”

“

**Absolutely the best customer service experience ever!!** I appreciate your professionalism, your patience and your kindness.  
**THANK YOU!**

Member of a City Municipality

”

“

**Service was WOW!** All of my questions were answered, and I understood all transactions in question.

Member of a University

”



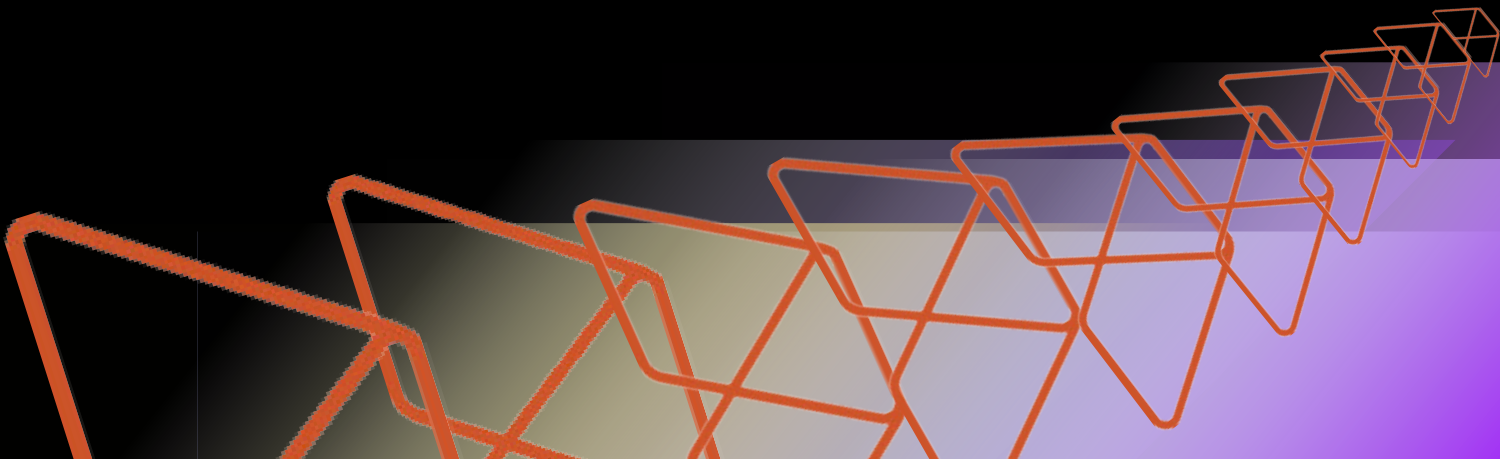
# our values

**PASSION**

**ACCOUNTABILITY**

**INNOVATION**

**RESPECT**





Thanks for your  
**partnership**  
with us.

See you next year!



Request a proposal at  
[DifferenceCard.com](https://DifferenceCard.com)