



2025

**Difference Card
Wrapped**

2025 Milestones

NEW PARTNERSHIP

DIFFERENCE CARD
ACQUIRED BY STONE POINT
CAPITAL IN JULY

“As healthcare costs continue to rise across the United States, The Difference Card stands out as a vital partner for businesses seeking affordable, high-quality health benefits.”

Chuck Davis, Chairman & Co-CEO of Stone Point



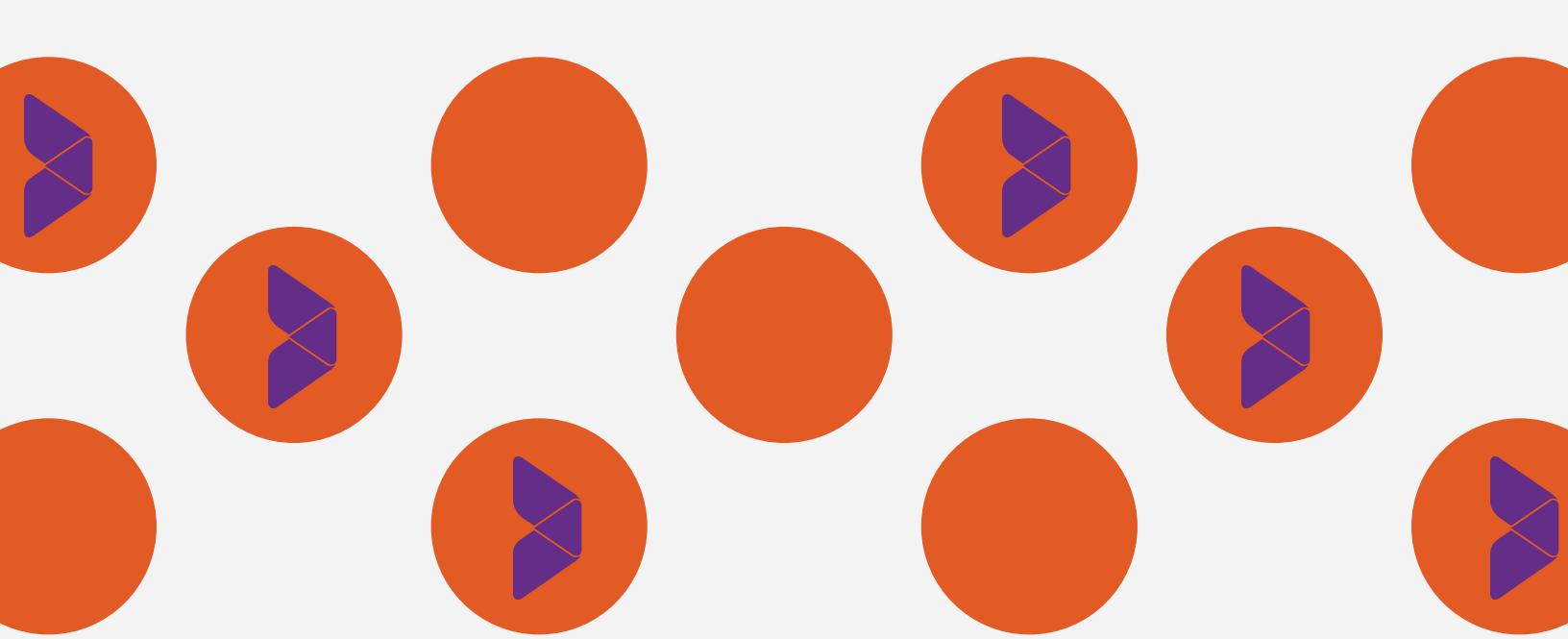
Annual Growth
Conference
May 2025
Austin, TX

**CAREERS ON
THE MOVE**

INTERNAL PROMOTIONS

22 + 33

NEW HIRES



**You helped us
save employers**

\$675,925,828

**on their health
insurance in 2025**

(That's \$180 MILLION more than last year!)



EMPLOYER STATS

Total Number of Members:

300,068

Average Annual Savings:

20.3%

Average Savings Per Group:

\$280,933

Average Savings Per Employee:

\$4,505

2025 Producer Partner Results

\$310 MIL
in new medical premium

New broker of records
won **345**

\$12.4 MIL
in new revenue for broker partners

68 LIVES
Average new client won

\$35K
in broker commission earned

OUR PARTNERS

ELITE PRODUCERS

ALLIANT
HUB
USI

PURPLE PRODUCERS

BROWN & BROWN

CRC BENEFITS

CONNER STRONG & BUCKELEW

FOUNDATION RISK PARTNERS

HIGHSTREET / DJB

MARSH MCLENNAN AGENCY

NAVA



Your Favorite Case Studies This Year

1

Florida Private School Saves Over \$800,000

2

Chicago Technology Consulting Firm Saves Over \$350,000

3

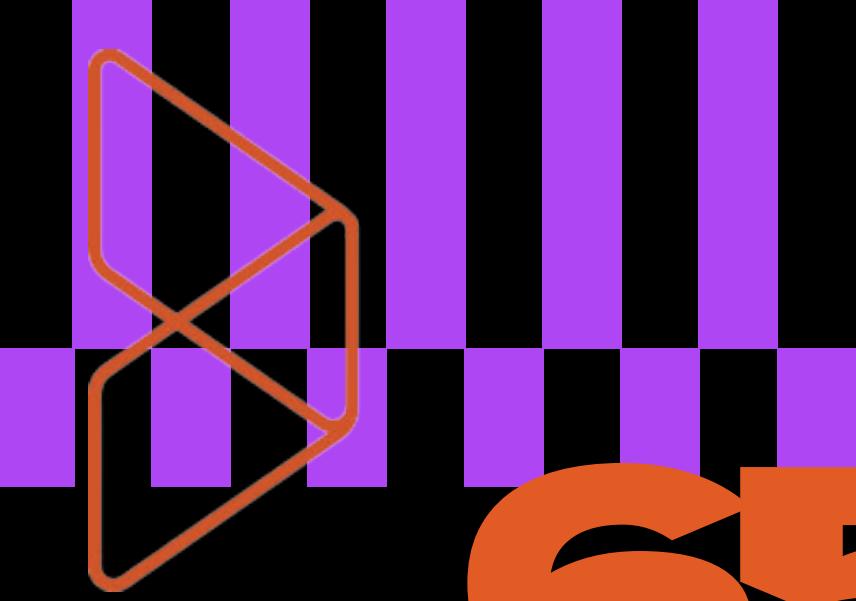
California Construction Company Saves Over \$215,000

4

California Printing Company Saves \$200,000

5

Boston Healthcare Technology Company Saves Over \$150,000



Service Stats

65

Net Promoter Score

Client Satisfaction Rating

35
Seconds

Average Speed to Answer Calls

Average Claims Turnaround Time **19 Days**

46 stars

Member Service Rating 

MEMBER TESTIMONIALS

“—

In my experience with customer service representatives, it's very rare to have the same representative follow up with calls and doing leg work behind the scenes to come up with a solution, specially in health care/insurance. The Difference Card **deserves infinity stars** for the customer service and care they provided me and my situation.

Member of a California Media Group

—”

“—

I was **delighted with my call** to The Difference Card. It was a very long conversation and very helpful. They were the epitome of a patient employee who handles crises. Happy New Year to you, and thank you!

Member of Limo Compamy

—”

“—

I was almost clueless as to when to use the Difference Card. Customer service explained it to me in detail and also navigated the website to instruct me on how to view my balances and how to enter claims. **Outstanding service!**

Member of a New York Non-Profit Group

—”

“—

Customer Service was amazing. They assisted me to get where I needed to go. I am not computer savvy at all. **I could not have done this without their help.**

Member of a Nursing Home

—”



Thanks for your partnership!

See you next year!

Request a proposal at
DifferenceCard.com