



**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

22 + 33

INTERNAL PROMOTIONS

NEW HIRES

The background features a repeating pattern of orange circles. Some circles contain a purple icon consisting of two overlapping triangles forming a larger, irregular shape.

**We've helped  
save employers**

**\$675,925,828**

**on their health  
insurance in 2025**

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

**Local**

# 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**

Client Satisfaction Rating

**Net Promoter Score**

**35**

Average Speed to Answer Calls

**Seconds**

Average Claims Turnaround Time

**1.9 Days**

**4.6 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!

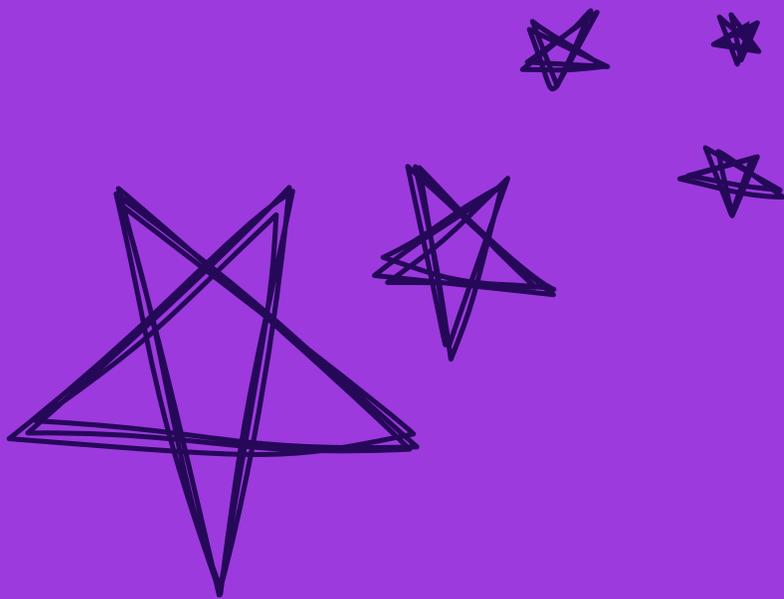
Member of Limo Compamy

“ 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](http://DifferenceCard.com)

