



New Velocity, LLC

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FOR IMMEDIATE RELEASE

New Velocity Selected as Sales Training Partner by Stephens Insurance, LLC

Selection based on award-winning sustainability program, reputation

CARY, NC — June 4, 2018 — New Velocity, based in Cary, NC, has been selected by insurance and risk management services firm Stephens Insurance, LLC, headquartered in Little Rock, AR, to provide its producers advanced sales training and relationship building skills.

New Velocity will help improve upon Stephens Insurance's sales success via New Velocity's sustainability program consisting of tailored training and coaching working together in various cadences delivered through its online platform, onsite events and ongoing interactive video conference-based coaching sessions.

"New Velocity's job is to meet Stephens Insurance's needs and develop new foundations of success," said New Velocity CEO Chris Daltorio. "We are committed to helping Stephens Insurance producers become the outstanding version of themselves and build deeper relationships with their clients."

New Velocity was recently named a top sales training company for 2018 by Training Industry, the most trusted source of information on the business of learning.

Stephens Insurance, an affiliate of Stephens Inc., provides comprehensive strategic insurance solutions to businesses, municipalities and individuals. As part of the agreement with New Velocity, Stephens Insurance producers will receive professional training to further expertise on gaining referrals, closing deals and relationship-focused consulting.

"Stephens Insurance is built on client relationships. We are driven to succeed because of our strong personal relationships with our clients. New Velocity further enhances our abilities to service our clients by enhancing our relationship-driven culture," said Martin M. Rhodes, President and Chief Executive of Stephens Insurance, LLC.

New Velocity's award-winning training consists of: virtual instruction through its web-based platform, Virtual Velocity; onsite instruction featuring word-by-word role-play exercises and activities designed to motivate, educate and activate teams; and ongoing reinforcement via SuperStudio sessions utilizing industry-leading Lightboard technology, coaching, gamification and role-playing — all customized to ensure that training sticks.



For more information visit, mynewvelocity.com.

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About New Velocity

At New Velocity, we believe that improving sales success is the result of changing and reinforcing desired behaviors. We accomplish this via our sustainability program of online, onsite and ongoing working together at various cadences, and with customized content, to meet our clients' needs and developing new foundations of success that stick.

About Stephens Insurance LLC.

Stephens Insurance is headquartered in Little Rock, Arkansas and is one of the largest privately owned insurance brokerages in the mid-south. There are currently more than 170 associates throughout Stephens Insurance's network of offices in Fayetteville, Jonesboro, Dallas, Austin, Jackson, Houston and Birmingham. Stephens Insurance National Producer #8844362. For more information, visit www.stephensinsurance.com.

About Stephens Inc.

Stephens Inc. is full service independent financial services firm headquartered in Little Rock, Arkansas. Since its inception in 1933, privately held Stephens Inc. has served a broad client base which includes corporations, state and local governments, financial institutions, institutional investors and individual investors throughout the United States and overseas. For more information, visit www.stephens.com.