

# News Release

Contacts:

Investors:

Kerry K. Calaiaro

+1 212 915 8084

Email: [kerry.calaiaro@willis.com](mailto:kerry.calaiaro@willis.com)

Media:

Ingrid Bosch

+44 (0)20 7481 7182

Email: [boschi@willis.com](mailto:boschi@willis.com)

## Hart Insurance Brokers Join the Willis Commercial Network

**London, UK, August 22, 2007** – The Willis Commercial Network (WCN) continues to gain momentum in the UK with the addition of a new member, Hart Insurance Brokers. The WCN is the partnership of Willis Group Holdings (NYSE: WSH), the global insurance broker, with over 74 local, independent brokers nationwide. The Network partners with Willis to help members form stronger relationships with insurers, enabling them to provide better products, client servicing and policy terms.

Established in 1998, the Willis Commercial Network was developed as an exciting strategy to penetrate the SME market, obtaining substantial market share for Willis. The Network gives members access to the vast global resources of Willis, enabling local brokers to draw on the Group's expertise for complex and speciality covers.

Hart Insurance Brokers of Clydebank, the latest addition to the Willis Commercial Network, has been in business for over 42 years. The company is run by business partners Keith Hart and Alistair Hart. As part of the Network, Hart will remain committed to providing excellent customer service to SME, personal lines and financial services clients, but will now have the added advantage of being able to utilise the expertise of a global broker.

**Keith Hart** commented on Hart's decision to join the WCN, saying, "We were delighted to be approached by the Willis Commercial Network. Having been members for only a short while, we have no doubts whatsoever that we made the correct decision as our access to markets and the Network support have been greatly beneficial."

**Bernard Farrell, Regional Managing Director for the Scottish Region of Willis Commercial Network** said, "We are thrilled to have Hart Insurance Brokers on board. The Willis Commercial Network has been pioneered as a unique approach in the UK and has proven to be highly successful for all parties involved. We now plan to export this very successful model to other territories in our drive for growth."

If you would like to know more about how to become a member of the Willis Commercial Network and how we can be of benefit to your company, please contact **Eric Taylor** by email [taylor@willis.com](mailto:taylor@willis.com) or visit [www.williscommercialnetwork.co.uk](http://www.williscommercialnetwork.co.uk)

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team of approximately 16,000 employees serving clients in some 190 countries.  
Additional information on Willis may be found at [www.willis.com](http://www.willis.com).

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