

The NetQuote Sale and the latest findings

Jun 2018 – Did a bit more research on “**St. Charles Capital**” ...

Keith & Chris already created another new company called “Insurance Shopper Agency LLC” in 2003 ...

Now another new company is started soon after ... The “St. Charles Capital LLC” company ...

“St. Charles Capital” was formed in 2005 just before the NetQuote sale.

Founders: **Wesley A. Brown, Michael C. Franson, Douglas S. Robinson**

<https://www.sos.state.co.us/biz/ViewImage.do?masterFileId=20041355734&fileId=20041355734>

<https://relationshipsscience.com/connections/douglas-s-robinson-49520399>

I would guess that we must have been talking to the people who formed this company before it was even registered with the Sec of State.

Was NetQuote their first client?

Why didn't we go with a company with a track record?

Did Keith & Chris already know the people who created this new company?

Did Keith & Chris have a hand in helping create this new company?

If so, why?

St. Charles Capital eventually sold to KPMG.

There were many people who have had a connection with KPMG who were involved with the NetQuote sale that I found up on LinkedIn.

<https://globenewswire.com/news-release/2014/06/26/647043/10087296/en/KPMG-Corporate-Finance-LLC-Acquires-Investment-Bank-St-Charles-Capital.html>

Jun 2018 - Spoke with **Pamela Shepherd** (controller) who helped with the sale of NetQuote back in 2005

Pamela Shepherd was hired at NetQuote in 2004 who was the controller and who soon after the sale of netquote (2005) then went to work for **St. Charles Capital** (hired to sell netquote).

During Pamela's conversation with me she said ...

I don't know why they hired me.

I was only 24 years old.

And, I was only there 1.5 years.

I asked ...

Who hired you?

Pamela said ...

Cynthia Capozzi.

At a job fair.

Jun 2018 - Looked up **Cynthia Capozzi** 2003-2007 (also known as **Cynthia Brown & Cynthia Charney**)

I soon found that Cynthia also had a last name **Brown**.

And, then found that at "**St. Charles Capital**" there was a **Wesley Brown** who was a founder.

"St. Charles Capital" was the company involved with sale of netquote.

<https://www.linkedin.com/in/cynthiacharney/>

Cynthia Capozzi was "Chief Information Officer".

I'm Still looking into this ...

But, then the name **Todd Chapple** came up ... Never heard of him ...

Jun 2018 – Found another company Chris & Keith setup called "**Insurance Shopper Agency LLC**" in 2003

I then found that **Todd Chapple** (<https://www.linkedin.com/in/toddchapple/>) was working for "Insurance Shopper Agency LLC" (a "Virtual Insurance Agency") and NetQuote at the same time 2003-2005.

Todd also worked for The Hartford Insurance Group so there is a good chance we already knew this person long before 2003. We most likely had been selling leads to Hartford Insurance and then we had him come work for us.

Company info on LinkedIn says ...

Tod Chapple - Managing Member / Founder

Company Name: Insurance Shopper Agency LLC

Dates Employed: Jun 2003 – Apr 2005 Employment Duration 1 yr 11 mos

Virtual Insurance Agency - launched an independent agency partnership that generated 10,000 new business auto, homeowner and individual health insurance policies in the first full year of operation - generating \$1.4 million in NB commissions.

Say's Todd was the manager / founder???

Only Keith & Chris's name are on the Articles of Organization on SOS site?

<https://www.sos.state.co.us/biz/ViewImage.do?masterFileId=20031028245&fileId=20031028245>

Why was this company created? And why, right after I sold my stock?

Did Keith & Chris take a bunch of leads that had already been gathered by Netquote before 2003 and split them off to **Insurance Shopper Agency LLC**?

Or, could Keith & Chris have been spitting them off for years to Todd and/or someone else then moved it to the newly created Insurance Shopper Agency LLC?

Was the value of this company pulled back into NetQuote just before it sold?

Then "Insurance Shopper Agency LLC" had no activity up on Colorado Sec Of State site after NetQuote sold in 2005.

<https://www.sos.state.co.us/biz/BusinessEntityHistory.do?quitButtonDestination=BusinessEntityDetail&pi1=1&nameTyp=ENT&masterFileId=20031028245&entityId2=20031028245&srchTyp=ENTITY>

And, Todd was also working for Netquote for the same time period??? Very strange!

Tod Chapple - VP National Sales

Company Name: NetQuote

Dates Employed: Jun 2003 – Apr 2005 Employment Duration 1 yr 11 mos

Delivered National Sales revenue growth from \$160,000 per month to \$1.1 million per month over a 16 month period. Launched integrated partnerships with major nationally recognized insurance companies in Auto, Homeowners, and Health insurance to deliver leads in real time to their agents and call centers. Developed online and industry publication marketing partnerships and succeeded in obtaining the endorsement of the largest Insurance Agency Management System User group for NetQuote.com.

I bet Todd had already been involved with NetQuote and/or the **"Virtual Company"** before 2003. And, is this how they kept the value of NetQuote down to the 1.2 Million to 4 Million valuation?

Did they then pull in the value of “Insurance Shopper Agency LLC” just before or during the 2005 NetQuote Sale?

This is very unusual activity!