



February 3, 2025

VIA ELECTRONIC MAIL AND FEDEX DELIVERY

Mayor Jane Castor
306 East Jackson Street
Tampa, FL 33602
Jane.Castor@tampagov.net

Yolanda Triplett
State Rapid Response Coordinator
RapidResponse@commerce.fl.gov
(via email delivery only)

**RE: Notice of Mass Layoff Pursuant to the Federal WARN Act
e-TeleQuote Insurance, Inc., Tampa, FL**

Dear Mayor Castor and Ms. Triplett:

This letter serves as formal notification pursuant to the federal Worker Adjustment and Retraining Notification (WARN) Act that e-TeleQuote Insurance, Inc. (the “Company”) has made the difficult decision to layoff a number of employees at its facility located at 12750 Citrus Park Lane, Ste 110, Tampa, FL 33625 (the “Tampa Facility”). This mass layoff will result in the separation of 218 employees at the Tampa Facility. The employment losses will be permanent. We currently anticipate that the separations of the affected employees will take place on April 4, 2025, or within 14 days thereafter.

The affected employees are not represented by a union and do not have any bumping rights. A list of the affected job titles of the positions to be affected and the number of employees in each role is reflected in Exhibit A.

Should you have any questions regarding this matter, please contact Stephanie Langgle, Human Resources Business Partner, at 813.861.3745 or s.langgle@e-telequote.com.

Sincerely,

A handwritten signature in black ink, appearing to be 'Paul Norman', with a large, stylized loop at the end.

Paul Norman
Chief Legal Officer and Compliance Officer

EXHIBIT A

Job Title	Number of Affected Employees
Administrator, IT Systems	3
Analyst, Revenue and A/R	1
Assistant Controller	1
Assistant, Recruiting	2
Associate Director, Learning & Development	2
Associate Director, Sales	2
Associate, Financial Planning and Analysis	1
Bilingual Customer Support Executive	2
Bilingual Insurance Agent	18
Bilingual Specialist, Quality Assurance	1
Chief Marketing Officer	1
Chief Revenue Officer	1
Controller	1
Coordinator, Affiliate	1
Customer Support Executive	6
Data Scientist	1
Director, Digital Marketing	1
Executive Vice President, DevOps	1
Insurance Agent	54
IT Helpdesk Support	1
IT Infrastructure Engineer	1
IT Network Engineer	1
Manager, Compliance	1
Manager, Content Marketing	1
Manager, Corporate Partner Solutions	1
Manager, Customer Experience	1
Manager, Digital Marketing	1
Manager, Internal Communications	1
Manager, IT Helpdesk	1
Manager, IT Infrastructure	1
Manager, IT Operations	1
Manager, Licensing	1
Manager, Paid Media	1
Manager, Partner Relations	1
Onboarding Coach	2
President	1
Sales Coach	11
Sales Support Lead	2

Sales Trainer	7
Senior Administrative Assistant	1
Senior Administrator, IT Systems	1
Senior Analyst, Business Sales	1
Senior Bilingual Auditor, Quality Assurance	1
Senior Coordinator, Onboarding	1
Senior Director, Learning and Development	1
Senior Director, Program Management	1
Senior Director, Software Services	1
Senior Director, Talent Acquisition	1
Senior Human Resources Business Partner	1
Senior Manager, Customer Experience	1
Senior Manager, Sales Develop & Partner Solutions	1
Senior Manager, Talent Acquisition	2
Senior Specialist, Employee Engagement	1
Senior Vice President, Strategic Partner Solutions	1
Specialist, Bilingual Sales Support	11
Specialist, Digital Campaign	1
Specialist, Digital Writer	1
Specialist, Employee Engagement	1
Specialist, Field Marketing	1
Specialist, Medicare Compliance	1
Specialist, Operations	2
Specialist, Quality Assurance	1
Specialist, Sales Support	32
Specialist, Talent Acquisition	4
Sr. Director, Human Resources	1
Staff Attorney	1
Supervisor, Sales Support	3
Talent Acquisition Onboarding Coordinator	1
Vice President, Corporate Sales	1
Vice President, Financial Planning & Analysis	1
Vice President, Infrastructure and IT Operations	1
Administrator, IT Systems	3
Analyst, Revenue and A/R	1
Total Affected Employees: 218	