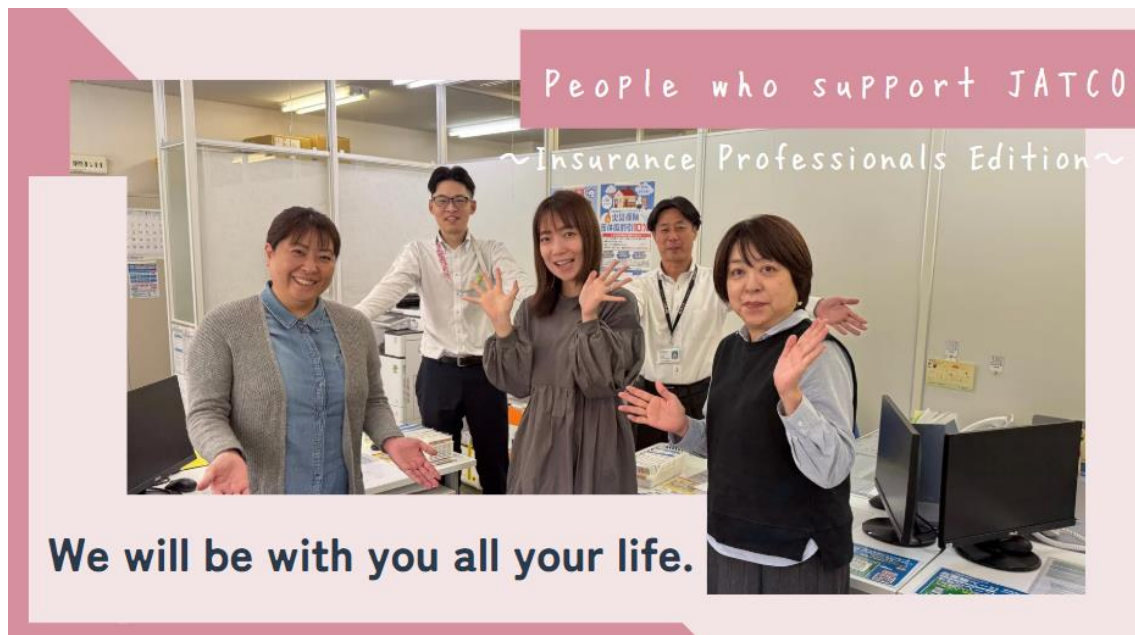


## The People Who Support JATCO: Insurance Professionals



Every day our employees can work with peace of mind. Behind the scenes, there are many "unsung heroes." In the fifth installment of the popular series "The People Supporting JATCO," we look at one of these unsung heroes: insurance professionals. We put the spotlight on T&N Insurance Services, the company that quietly supports us in all situations, from accidents and illnesses to lifestyle changes!

### What does an insurance agent do?

"Insurance seems difficult." "What should I choose?" ...Have you ever felt that way?

Did you know that there are T&N Insurance Service offices in the stores in A District, 1 District, and Yagi District?

At JATCO, we rely on them for a wide range of insurance, from personal injury insurance for community contribution activities to comprehensive insurance for events such as JATCO Festa. We also provide individualized insurance consultation for each employee. In addition to life insurance, medical insurance, and car insurance, there has been an increase in consultations regarding asset management such as iDeCo and NISA recently.

But there are so many types that I honestly don't know which one to choose... In times like these, it's best to rely on the professionals!

### Feeling at ease and comfortable talking

The staff, including Mr. Hatamochi, an insurance advisor who is based in District 1.

"Insurance is often thought of as being difficult to understand because of all the technical terms. However, this is why we place great importance on making our services easy to understand and easy to consult with. I want this to be a place where everyone at JATCO can casually drop in and say, 'I just want to ask you something.'"

Marriage, childbirth, buying a car...the insurance you need changes as your life stage changes. That's why it's so great to have a system that allows free, one-on-one consultations.



**Hatamochi-san attends visitors**

### **Happy words are the most rewarding thing**

We asked Hatamochi-san about some special episodes.

"Recently, a family I've known since they were little came to me for advice, saying, 'My child just got his driver's license, so I want to review his insurance.' It seemed like just the other day that the baby was born...but now I feel like I'm a relative (laughs).

The best part of being an insurance advisor is being able to support people at each and every milestone in their lives. A simple 'Thank you' is the best reward."

**"Ideally, I wouldn't need to ask for advice," but I want to be a strong ally in times of need.**

Another person I would like to introduce is Mr. Komatsu from T&N Insurance Services. He is a certified FP (financial planner) by the Life Insurance Association and is an insurance

professional who is also well-versed in public insurance.

"Insurance isn't just about taking it out. The follow-up afterwards is very important. For example, if you bring your pension subscription or insurance policy, we can use a dedicated app to simulate together how much pension you will receive in the future and how much money you will need for retirement.

There has been a lot of interest in investing recently, and we are receiving more enquiries about iDeCo and NISA. Last year we also held a seminar called "How to Prepare for Money Wisely," which was well received."



He uses a PC to calculate all sorts of things. I spotted him giving an insurance consultation during his lunch break.

Komatsu is adamant about face-to-face consultations, and when he was forced to offer online consultations due to the COVID-19 pandemic, he felt very conflicted. He usually works at the Yokohama Minato Mirai main store but makes business trips to the Fuji area every other week, valuing the opportunity to hear "voices from the field" directly.

Mr. Komatsu is a person who gives off a sense of security and makes you want to talk to him about anything. That's because he has an incredible track record. He has a wealth of knowledge and will carefully listen to any conversation, so you just want to rely on him.

If you're interested, please apply for an interview! (Laughs) Apparently, they can provide consultation in any area.

### **Insurance should be more accessible**

Insurance is often thought of as something to prepare for "what ifs," but in reality, it can be something much more familiar to us. There is someone you can rely on when you're in trouble, and a place where you can talk to someone casually. Just having someone like that around can make a huge difference in your sense of security every day.

T&N Insurance Services is a strong partner that supports JATCO behind the scenes.

By the way, the offices in District 1 just underwent layout changes at the end of April!  
With the aim of making it easier for people to come and seek advice, the space has been remodeled to be one where people can talk in a relaxed atmosphere while still respecting privacy.

"I just want to ask you something." "Is my current insurance right for me?" If that happens, please drop in.

Even just consulting with someone may lead to new discoveries and peace of mind!



The atmosphere has become brighter, more relaxed and more comfortable to talk to.