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Press Release

Source: Compass Bank

Compass Brokerage Receives Prestigious BISA Award of Excellence

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Bank Insurance & Securities Association Recognizes Brokerage Institution as Program of the Year

BIRMINGHAM, Ala., March 4 /PRNewswire/ -- In recognition of excellence and leadership within its peer group and the financial services industry, Compass Brokerage, Inc. was named Program of the Year among Large Financial Institutions by the Bank Insurance & Securities Association (BISA). Compass Brokerage, a FINRA member broker-dealer and affiliate of Compass Bank, provides its clients access to high quality and cost effective investment products while employing innovative practices that benefit clients and reflect leadership within the industry. The award was presented at a ceremony held today as part of BISA's Annual Convention.

"We are extremely proud to receive this recognition of our achievements from those best qualified to evaluate our contributions to the industry," said Noah Zecher, executive vice president, manager of retail investment services for Compass Bank and president and CEO of Compass Brokerage. "This is yet another example of the success our brokers continue to achieve by providing the best service and investment alternatives to our clients."

The annual BISA Awards of Excellence program consists of four honors -- Large Institution Program of the Year, Regional Institution Program of the Year, Community Based Program of the Year and Executive of the Year. Nominations are provided by BISA member firms but may include both member and non-member programs. Celebrating program achievements within the context of an institution's market, size and mission, winners are selected by the BISA Board based on all aspects of the nominated program.

One of several specific areas of excellence for Compass Brokerage is the ratio of sales per million dollars of retail deposits and the average production per broker -- both consistently at the highest levels in the bank brokerage world. Another differentiating factor of Compass is the unique relationship between Compass' Retail Bank and Compass Brokerage where all personnel are committed to the achievement of investment service goals. An example of how Compass goes above and beyond the average brokerage institution is a program that began 18 months ago to ensure all financial consultants receive the training and continuing education necessary to obtain and maintain the designation of Certified Retirement Counselor®, which is sponsored by the International Foundation for Retirement Education. Additionally, Compass has expanded the variety of products available for sale by their platform team, which is made up of branch personnel who work under the coaching of their full-time financial consultants.

"We would like to thank our clients for their trust and patronage because without them, this recognition would not be possible," said Zecher. "Compass' financial consultants, through long tenure and a commitment to excellence, consistently provide their customers with conscientious and personalized investment services and we believe this prestigious honor illuminates that fact."

For more information about Compass Brokerage, visit <http://broker.compassbank.com> or call 1-800-239-1930.

About Compass Bank

Compass Bank is a \$43.8 billion asset Sunbelt-based financial institution which operates 421 full-service banking centers including 166 in Texas, 90 in Alabama, 77 in Arizona, 44 in Florida, 33 in Colorado and 11 in New Mexico. Compass Bank is a subsidiary of Compass Bancshares, Inc., a wholly-owned subsidiary of BBVA (NYSE: [BBV](#) - [News](#); MAD: BBVA). BBVA is a financial services group with approximately \$700 billion in total assets, 42 million clients, 7,900 branches and 112,000 employees in more than 30 countries. When combined with BBVA's three other U.S. banking companies, Compass will rank as the largest regional bank in the Sunbelt region and among the top 25 banks in the U.S. by total deposits.

About BISA

The Bank Insurance and Securities Association (BISA) is the nation's leading trade association dedicated to serving the needs of those responsible for marketing securities, insurance and other investment and risk management products through commercial banks, trust companies, savings institutions and credit unions. The membership includes financial institutions of all sizes, their broker/dealer, insurance, and mutual fund subsidiaries, and firms providing products and/or services to support these operations.

Source: Compass Bank

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