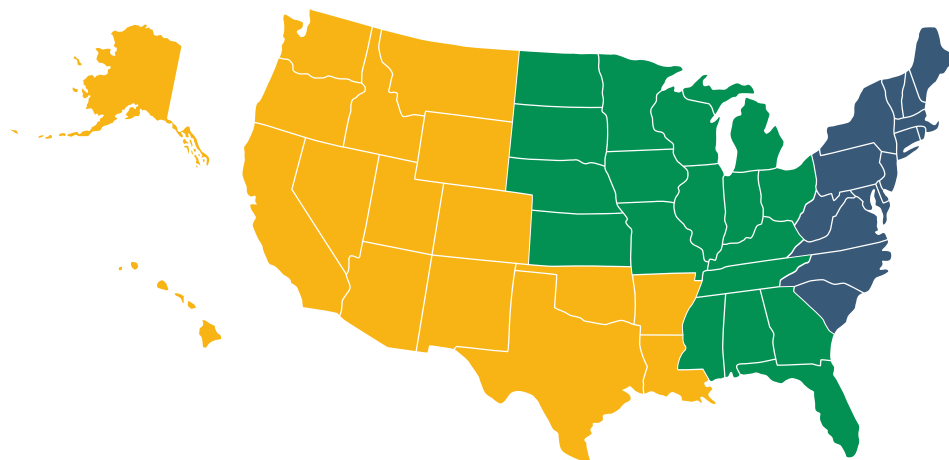




GROUP BENEFITS SALES AND RELATIONSHIP MANAGEMENT



WESTERN REGION

Regional Vice President

Kris Kearney

RSD | RRM

SOUTHERN CALIFORNIA

Jay Norrbohm | Joy Giblin

SAN FRANCISCO & SEATTLE

Paul Lagrotteria | Rachel Block-Lawrus

DENVER & PHOENIX

Josh Farnell | Shelly Pennington

DALLAS & HOUSTON

Max Meggs | Dawna Webber

NAEs

John Hinton | Gary Keating

Directors of Relationship Management

NATIONAL ACCOUNTS

Jenine Gantz

REGIONAL ACCOUNTS

Shawna Stocks

CENTRAL REGION

Regional Vice President

Karen Raftery

RSD | RRM

CHICAGO

Ross Horn | Jennifer Bennici

MICHIGAN & CINCINNATI

Chris Nordstrom | Karen Evans

KANSAS CITY, ST. LOUIS & MINNEAPOLIS

Brian Haberberger | Dana Keleher

ATLANTA & NASHVILLE

Mike Martin | Kasey Towson

TAMPA

Chris Meyer | Courtney Trudeau

NAEs

John Choi | Phil Bogard

Directors of Relationship Management

NATIONAL ACCOUNTS

Christine Wise

REGIONAL ACCOUNTS

Beth Plum

EASTERN REGION

Regional Vice President

Hayes Henderson

RSD | RRM

BOSTON & HARTFORD

Grant Van Der Beken | Gretchen Easdon

NEW YORK & NEW JERSEY

Nils Hedengren | Susan Tiso

PITTSBURGH & PHILADELPHIA

Geoffrey O'Brien | Jen Robins

WASHINGTON DC & CHARLOTTE

Tim Reid | Kristi Kiley

NAEs

Mark Bernstein | Dennis New

Directors of Relationship Management

NATIONAL ACCOUNTS

Chris Burke

REGIONAL ACCOUNTS

Chuck Collett

RSD = Regional Sales Director
RRM = Regional Relationship Manager
NAE = National Account Executive (Sales)