

FOR IMMEDIATE RELEASE

**WORD & BROWN GENERAL AGENCY PROMOTES JESSICA WORD
TO VICE PRESIDENT OF OPERATIONS**

In This Newly-created Position, The Registered Health Underwriter Will Oversee Multiple
Departments And Drive Strategies For The General Agency And Its Parent Company

(ORANGE, CA – Aug. 26, 2008) — [Word & Brown General Agency](#), a division of [The Word & Brown Companies](#), today announced the promotion of Jessica Word to the newly-created position of Vice President of Operations. Word & Brown General Agency is the recognized leader in developing and distributing comprehensive health benefit plan models and solutions to individuals, families and employers through licensed insurance brokers in California and Nevada.

“I’m excited,” Word said. “This is a wonderful opportunity to improve business strategies across multiple departments and divisions. I have huge plans and am looking forward to further building Word & Brown General Agency and its parent company, The Word & Brown Companies.”

In her new role, Word reports to The Word & Brown Companies’ co-owners, John M. Word III and Edward J. “Rusty” Brown, Jr. She manages the Small- and Mid-sized Group Underwriting units of Word & Brown General Agency, along with its Broker Services, Customer Care and Plan Maintenance departments. She works closely with Word & Brown General Agency’s Senior Vice President, James W. Greth, and is responsible for originating and strategizing new business initiatives.

Word began her career with The Word & Brown Companies in 2000 as a Renewal Specialist and quickly progressed to a Broker Services Specialist in 2003. She was promoted to Director of Broker Services in 2004 and in 2007 became Vice President of Broker Services – a role in which she served until her promotion to Vice President of Operations. She has a bachelor’s degree in Business Administration from California State University, Fullerton, and is a Registered Health Underwriter (RHU).

(more)

“Jessica is a savvy businesswoman with the drive and intelligence to forge new territory for our companies,” said John M. Word III. “We expect great things from her in this new position.”

About Word & Brown General Agency

The Word & Brown General Agency is a division of The Word & Brown Companies and is based in Orange, Calif. It is a leader in developing and distributing health benefit plan models and solutions to licensed brokers.

Word & Brown has worked with premier health plans for more than 20 years, offering a comprehensive product portfolio and innovative sales tools and quoting systems so brokers can provide quality benefits solutions to clients.

Visit www.wordandbrown.com for information.

About The Word & Brown Companies

The Word & Brown Companies, headquartered in Orange, Calif., provides services to nearly 55,000 employers covering more than 6 million people across the nation. During its more than 20-year-span, The Word & Brown Companies has become the nation’s recognized leader in developing and offering innovative technology and health benefit plan models and the nation’s most sophisticated employee benefits services to companies of all sizes. **The Word & Brown Companies includes: Word & Brown General Agency; CHOICE Administrators®; CONEXIS; and Quotit® Corporation.** Visit <http://wordandbrowncompanies.com> for information.

Photo Caption: Jessica Word, vice president of Operations, Word & Brown General Agency

Media Contact:

Melissa Suggs

714.564.4896

msuggs@wordandbrowncompanies.com