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FOR IMMEDIATE RELEASE

## **WORD & BROWN GENERAL AGENCY PARTNERS WITH UNITEDHEALTHCARE**

Long-term Agreement Focused On Improving Distribution Strategy For Small Group Sales

**ORANGE, CA – April 28, 2009** – [Word & Brown General Agency](#), part of [The Word & Brown Companies](#), announced today that it has entered into a long-term partnership with Cypress-based UnitedHealthcare, a UnitedHealth Group (NYSE: UNH) company. Word & Brown is a top-producing general agency for many of the nation’s largest insurance carriers.

Under the new agreement, Word & Brown will sell both PacifiCare and UnitedHealthcare medical and specialty products for small group customers in California.

“UnitedHealthcare is a leader in the health insurance industry and we are pleased to enter into this joint partnership,” said James W. Greth, president of Word & Brown General Agency. “The new agreement allows us to enhance and expand our accessibility and service capabilities and bring more value-added solutions to brokers.”

“We are excited about our new, long-term agreement with Word & Brown,” said Grant Snyder, regional vice president, small group for UnitedHealthcare. “Word & Brown’s strong capabilities and excellent service support will enable us to increase our small group distribution channel and provide general agents and brokers more choice and enhanced service.”

### **About Word & Brown General Agency**

Word & Brown General Agency, part of [The Word & Brown Companies](#), is based in Orange, Calif. It is the 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.

Word & Brown delivers prompt, knowledgeable service and extensive sales support to assist brokers. Calls and e-mails are immediately answered by sales representatives who are ready to evaluate and compare health plans, prepare quotes, and provide the latest information. A statewide team of field representatives is also available to accompany brokers on client presentations and consult with them in their offices.

Visit [www.wordandbrown.com](http://www.wordandbrown.com) for more information.

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**About UnitedHealthcare**

UnitedHealthcare ([www.unitedhealthcare.com](http://www.unitedhealthcare.com)) provides a full spectrum of consumer-oriented health benefit plans and services to individuals, public sector employers and businesses of all sizes, including more than half of the Fortune 100 companies. The company organizes access to quality, affordable health care services on behalf of more than 26 million individual consumers, contracting directly with more than 580,000 physicians and care professionals and 4,900 hospitals to offer them broad, convenient access to services nationwide. UnitedHealthcare is one of the businesses of UnitedHealth Group (NYSE: UNH), a diversified Fortune 50 health and well-being company.

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