



**FOR IMMEDIATE RELEASE**

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**WORD & BROWN GENERAL AGENCY OPENS OFFICES IN NEVADA**

**National Expansion of leading California General Agency reports early successes.**

(ORANGE, CA –September 20, 2007) — The Word & Brown General Agency, the nation’s leader in developing and distributing health benefit plan models and solutions to individuals and employers exclusively through licensed brokers, announced today that it has established offices in the state of Nevada as part of its national expansion.

Word & Brown is the nation’s oldest and most respected general agency and will now offer Nevada brokers the state’s first integrated, multi-carrier health plan proposal and quote generating system, a growing selection of carriers and benefit plan designs, and local staff dedicated to serving brokers throughout the state.

“We’re excited about the response the brokerage community has given us,” said Lisa Rehburg, Word & Brown Vice President of National Sales. “Word & Brown is committed to delivering Service of Unequaled Excellence to brokers with our renowned superior sales solutions, and a culture of dedicated service.”

For more than 20 years, the Word & Brown General Agency has worked with premier health plans to offer brokers comprehensive product portfolios, innovative sales tools and cutting edge quoting systems so they can provide quality benefits solutions to their clients. Word & Brown delivers prompt, knowledgeable service and sales support to assist brokers in all facets of their business — from pre-underwriting cases and no-cost group enrollment assistance, to same-day document pick-up and delivery, educational seminars and continuing education courses.

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Word & Brown will relieve brokers of time-consuming administrative work through Word & Brown's expert sales and service representatives, available to answer questions and assist in comparing the best health plan choices and solutions for any broker's need or strategy.

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

The Word & Brown General Agency delivers prompt, knowledgeable service and sales support to assist brokers in all facets of their business — from pre-underwriting cases and no-cost group enrollment assistance, to same-day document pick-up and delivery, educational seminars and continuing education courses.

Services are designed to relieve brokers of time-consuming administrative work. Calls are immediately routed to expert sales and service representatives who are ready to answer questions and assist in comparing the best health plan choices and solutions for any need or strategy. For more information, visit [www.wordandbrown.com](http://www.wordandbrown.com) or call 800-606-4996.

### **About The Word & Brown Companies**

The Word & Brown Companies, headquartered in Orange, California, serve nearly 45,000 employers and more than 600,000 people throughout the nation and are recognized leaders in developing and offering innovative health benefit plan models and the nation's most sophisticated employee benefits services to employers of all sizes for more than 20 years.

**The Word & Brown General Agency** is the nation's leading distributor of premier health benefit models and solutions with innovative sales tools and industry-leading quoting systems for brokers. Headquartered in Orange, the company serves thousands of brokers, employers and members through five offices located throughout California. As part of its national expansion, the general agency opened offices in Nevada in 2007, with plans for additional states to be announced.

**CHOICE Administrators**® is the nation's leader in developing and administering employee-choice health benefit programs for nearly 250,000 members through more than 12,000 employers. Programs include:

**CaliforniaChoice**®, the state's only true consumer-driven, Employee Choice healthcare program that offers employees a selection of multiple health plans, benefit designs and ancillary products, and employers one simplified monthly statement, single-source administration and defined contribution.

**CaliforniaChoice 51+**, a similar program for employers with 51 to 199 employees.

**Kaiser Permanente Choice Solution**, for employers with 2 to 50 employees offering nine of Kaiser Permanente's most popular benefit plan designs.

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**Contractors Choice®**, a unique program available for employers on public works projects.

**CONEXIS** serves more than 20,000 employers and 250,000 members throughout the nation. Specializing in the complex areas of administration and compliance including COBRA/HIPAA, Reimbursement Account Services, including Section 125 Flexible Spending Accounts (FSA), Direct Bill and other administrative services, CONEXIS offers the industry's leading web-based, fully integrated system and performance standards and guarantees.

For more information about The Word & Brown Companies, visit [www.wordandbrowncompanies.com](http://www.wordandbrowncompanies.com) or contact Allan Rahn at (714) 567-4596.

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