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MEDIA CONTACT

Heidi Hodges
Senior Public Relations Specialist
Woodruff-Sawyer & Co.
415.402.6550
hhodges@wsandco.com

Nancy Lee Frost Joins Woodruff-Sawyer & Co.

San Francisco, California – January 5, 2010 – Woodruff-Sawyer & Co. announced today that Nancy Lee Frost has joined their firm as Vice President, Employee Benefits. Nancy will focus on business development and employee benefits consulting.

With over 20 years of experience in the insurance industry, Nancy is a well-rounded expert in bringing effective employee benefits solutions to employers. She specializes in program structure and performance evaluation, alternative and traditional funding options, financial tracking and analysis, and program risk management.

Nancy's background includes working with all aspects of benefits plans, including plan design, funding arrangements, consumer-driven health plans, cafeteria/flexible benefits plans, legislative compliance, retirement planning and executive compensation, and communication and administration solutions. Before joining Woodruff-Sawyer, Nancy served as a broker and consultant at other regional and national firms, including 13 years at Marsh and McLennan Companies.

"We are very excited to have Nancy on board with us", said Jennifer Walsh, Employee Benefits Practice Leader at Woodruff-Sawyer. "Her wide-ranging expertise is a perfect fit with our approach as a one-stop resource for the gamut of clients' benefits needs."

Insurance Services
Risk Management
Employee Benefits

T 415.391.2141
F 415.989.9923

220 Bush Street, Floor 7
San Francisco, CA 94104

CA License 0329598
AN ASSUREX GLOBAL & IBN PARTNER

www.wsandco.com

About Woodruff-Sawyer & Co.

Woodruff-Sawyer is one of the largest independent insurance brokerage firms in the nation, and is an active partner of Assurex Global and International Benefits Network. For over 90 years, Woodruff-Sawyer has been partnering with clients to implement and manage cost-effective and innovative insurance, employee benefits and risk management solutions, both nationally and abroad. Headquartered in San Francisco, Woodruff-Sawyer has offices throughout California and in Portland, Oregon.

For more information about Woodruff-Sawyer, call 415.391.2141 or visit www.wsandco.com.

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