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Woodruff-Sawyer & Co. Announces New Leadership Team

San Francisco, California – September 4, 2007 – Woodruff-Sawyer & Co. announced today that it will be expanding its senior leadership team in 2008. Effective January 1, 2008, the company will appoint Charlie Rosson as its Chief Executive Officer and Mary Sklarski as its Chief Operating Officer. In conjunction with these key promotions, Susan Hunt and Stan Loar will become Vice Chairpersons on the company's Board. Doug Morton will continue as the Chairman of the Board.

"These exciting additions to our leadership team will positively position us to meet the demands of our rapidly expanding and changing marketplace. Both Charlie and Mary have been vital contributors to the company's growth over the past few years and we're excited about the future they will help us create," said Doug Morton.

Susan Hunt added, "We are very happy about these leadership additions. We continue to focus on delivering high quality service, value and security to our clients and at the same time address our infrastructure needs [and the needs of our employees]. Mary and Charlie will help us to continue to build our external and internal value."

Stan Loar commented, "These moves align extremely well with the transition and perpetuation plans that we have been working on over the past several months. These are very exciting times for our firm."

About Charlie Rosson

Charlie has been with Woodruff-Sawyer for three years, and has over 16 years of experience in employee benefits and insurance. As a Partner in the firm and Practice Leader, Charlie has more than doubled the size of the Benefits Practice and has actively participated in client service delivery and carrier relations. Prior to joining Woodruff-Sawyer, Charlie held senior leadership positions at major brokerage and consulting firms in Northern and Southern California. Charlie is a graduate of the University of California, Los Angeles. He is a board member of the Council of Employee Benefits Executives (CEBE).

About Mary Sklarski

Mary has been with Woodruff-Sawyer since 2002, and has over 25 years of insurance experience. She has been a firm Partner and Practice Leader responsible for the overall leadership and profitability of Woodruff-Sawyer's Technology and Commercial Practices. She is a past president of the Golden Gate Chapter CPCU, has served on national committees for the Society of CPCU and is currently participating on several regional and national carrier counsels. She has received her CPCU and ARM designations and completed an Executive

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Management Program with Smith College. She earned her bachelor's degree in economics from the University of California, Los Angeles.

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 more than 89 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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