



FOR IMMEDIATE RELEASE

## **Berkley Accident and Health Announces the Addition of David Sayles as Regional Sales Manager**

Hamilton Square, New Jersey, April 27, 2012 – Berkley Accident and Health, LLC announces the appointment of David Sayles as Regional Sales Manager for Berkley's rapidly growing group captive product, EmCap<sup>SM</sup> ([www.benefitscaptives.com](http://www.benefitscaptives.com)).

In his new role, David will be responsible for developing EmCap programs for employers in the southeast. He will be based in the company's Roswell, GA office, just outside of Atlanta.

"We are excited to have David join our EmCap team and help us expand our presence in the southeast," said Christopher Brown, President and CEO of Berkley Accident and Health. "David's extensive background in self-funding will help us take advantage of new growth and market opportunities in that region."

David brings over 25 years of experience in group benefits and employer stop loss to Berkley Accident and Health. Prior to joining Berkley, David has worked as a sales executive at a large, international insurer; a stop loss MGU; and most recently, at an enrollment and communication company.

EmCap is Berkley's unique approach that helps employers to find innovative ways to manage their health care costs using alternative risk sharing and risk management mechanisms. EmCap provides mid-sized employers with the advantages of self-funding their benefit plans with group captive programs that enables them to better manage their risk. The EmCap product has seen extraordinary growth over the past year and is poised for continued growth, as employers seek ways to control rising health care costs.

### **About Berkley Accident and Health, LLC**

Berkley Accident and Health, LLC is a member company of W. R. Berkley Corporation, a Fortune 500 company. Berkley Accident and Health provides an innovative portfolio of accident and health insurance products. It offers four categories of products: Employer Stop Loss, Group Captive, Managed Care (including HMO reinsurance and provider excess), and Specialty Accident. The company underwrites stop loss coverage through Berkley Life and Health Insurance Company and StarNet Insurance Company, both of which are rated A+ (Superior) by A.M. Best Company, Inc.

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