



FOR IMMEDIATE RELEASE

Berkley Accident and Health Promotes John Wapelhorst to National Brokerage Sales Director

Hamilton Square, New Jersey, May 4, 2012 – Berkley Accident and Health, LLC announces the promotion of John Wapelhorst to National Brokerage Sales Director. In this role, John is responsible for building and managing relationships with large, national consulting houses and brokerage firms.

John Wapelhorst brings 27 years of industry experience to his new position, including extensive experience in group insurance sales and distribution. John joined Berkley in 2009 as a Regional Sales Manager, where he had a strong track record of building stop loss relationships.

Prior to joining Berkley, John gained extensive knowledge and experience at several large, national insurers. He built and managed successful sales offices in the NY/NJ area, where he was responsible for meeting growth and profit objectives. Also, he has been instrumental in negotiating large brokerage partnerships to sell stop loss and cross-sell other products.

“John has an impressive background of managing all aspects of the group insurance sales process and building sales territories. His expertise includes national partnerships between insurers and brokerage firms and delivering superior results,” said Christopher Brown, President and CEO of Berkley Accident and Health.

“Berkley is growing rapidly, and John’s new role will help us to put the proper focus on national markets.”

John is a graduate of Trenton State College. He is based in the company’s Hamilton Square, NJ office.

About Berkley Accident and Health, LLC

Berkley Accident and Health, LLC is a risk management company that designs innovative solutions to address the unique challenges of each client. With our entrepreneurial culture and a strong emphasis on analytics, we can help employers better manage their risk. We offer Employer Stop Loss and Group Captives, Managed Care (including Provider Stop Loss and HMO Reinsurance), and Specialty Accident. Berkley is backed by the financial strength of its parent company, W.R. Berkley Corporation (NYSE: WRB), a Fortune 500 company. Coverage is underwritten through Berkley Life and Health Insurance Company and StarNet Insurance Company, which both have A+ (Superior) ratings by A.M. Best.

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