



FOR IMMEDIATE RELEASE

Berkley Accident and Health Announces the Addition of Shawn Lanter as Regional Sales Manager

Hamilton Square, New Jersey, September 4, 2012 – Berkley Accident and Health, LLC announces the appointment of Shawn Lanter as Regional Sales Manager for Berkley's rapidly growing group captive product, EmCapSM (www.benefitscaptives.com). In his new role, Shawn will focus on the continued growth of EmCap programs for employers in the midwest.

"We are very excited to add Shawn's skills and experience to our expanding EmCap distribution efforts," said Christopher Brown, President and CEO of Berkley Accident and Health. "Shawn's extensive background in stop loss will help us take advantage of new growth and market opportunities in that region."

Shawn has over 15 years of high performance sales experience in medical stop loss business. Prior to joining Berkley, Shawn has worked as a regional manager for a large national insurer.

A graduate of Kansas State University, Shawn is based out of the greater Kansas City area.

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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