

December 21, 2007

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Agent Insight



## Bryan Ogden Joins Regence Life and Health Insurance Company (RLH)

Dear Valued Sales Partners,

I am pleased to announce that Bryan Ogden has joined Regence Life and Health Insurance Company (RLH) as Associate Sales Representative in our Boise office.

In our pursuit of excellence in serving our customers' needs, Bryan's responsibilities will include delivering value-added service, advising and partnering support in the sales and service of our group products and voluntary product line. RLH has consistently provided innovative and competitive products designed to meet the needs of our customers and the marketplace.

RLH has built a strong reputation based on our commitment to service, financial integrity and market expertise. RLH is the life and disability arm of The Regence Group. Due to its solid financial strength, RLH has been awarded an "A-" (Excellent) rating by A.M. Best Company. RLH currently has over \$7.4 billion of group life insurance in force covering approximately 3,900 employer groups and 331,000 employees.

Bryan can be reached at :

1211 W Myrtle, Suite 110  
Mail Station: BO11  
Boise, Idaho 83702

Phone: (208) 333-7827  
Fax: (208) 333-7866  
E-mail: [bxogden@regence.com](mailto:bxogden@regence.com)

George L. Ross  
Vice President, Sales and Marketing  
Regence Life and Health Insurance Company

## **New Applications for Individual & Small Group**

### **Form Names and Numbers:**

Idaho Small Employer Application – IND-APP-8-2007

Idaho Individual Application – ISE-APP-8-2007

### **Primary Changes:**

- Dependent age changes relating to recent changes in the law.  
(both applications).
- Minor verbiage changes in the Federally Eligible Individual Information section. (Individual application)
- Sentence added in the Note section regarding pre-existing conditions.  
(Small Employer application).

### **Special instructions:**

You may begin using the new applications right away. We will accept the old applications (based on date received) through March 31, 2008.