

## New and Exciting at The Wright Group Services

**WELCOME TO 2009!** This year is going to be a year of changes, both nationally with a new President and a new economy, as well as changes right here in our own back yard at The Wright Group Services. In 2008 The Wright Group started implementing a planned growth spurt to further develop our capabilities as a service organization for our clients. We have high hopes that these changes have had a positive impact on you and your organization, and we look forward to building on those improvements and growing more in 2009.

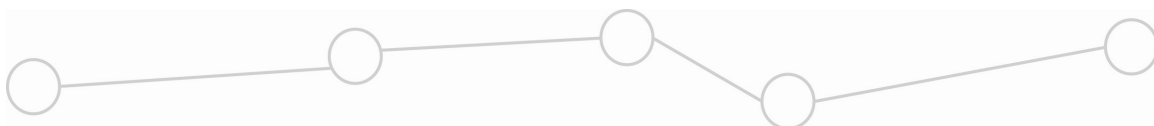
**2008 brought the firm joys and heart breaks.** At the beginning of 2008, The Wright Group purchased Redstone Benefit Systems, a competing benefits consulting firm. As a result, Spencer Swalm and Tony Cook, partners in Redstone, joined our team. Unfortunately, in April 2008, Tony passed away suddenly. Tony had been the face of Redstone's service for many years, and was sincerely loved by his clients. The Wright Group was forever touched by his presence, no matter the short time we had to share. We will continue to miss Tony greatly. On a more positive note, Spencer Swalm, came to The Wright Group not only as a partner of Redstone, but additionally as a Legislator, with a high regard and keen interest in the insurance industry. We were certainly pleased when the results of the 2008 elections revealed that our esteemed colleague, Spencer Swalm, was re-elected to State House District 37. Spencer is an advocate of affordable healthcare for all.

2008 proved to be a very successful year for the Wright Group, with over 80% growth in revenue by adding many new clients. In order to accommodate that kind of growth, we carried out our plan by staffing up at the beginning and middle of the year. On the sales and marketing side, Julie Thomas and Taryn Murtaugh have both been a wonderful addition to our team. We were re-joined by Heidi Cooley as an Account Executive for larger group service along with Lance Hairston, an Account Manager, who we were fortunate enough to move over from Anthem. Both Lance and Heidi bring multiple years of benefit experience to our firm and have superb relationships with many of our clients. Colleen Griffin joined us early in the year and helps hold us all together by running our office and providing additional sales and service support. Finally, Alison Thompson, formerly with Great-West underwriting, has also rounded out our staff as a Special Project Manager. WE ARE VERY FORTUNATE TO HAVE SUCH GREAT ADDITIONS TO THE WRIGHT GROUP!

**As we look into 2009, our growth continues!** In our ongoing efforts to provide specialized expertise in all lines of benefits and insurance, we are very pleased to announce our first staff addition in 2009 is Jennifer Eggers, Retirement Plan Specialist Account Executive. Bringing 10 years of pension plan experience to The Wright Group, Jennifer will be focused exclusively on consulting clients with qualified retirement plans. By having a dedicated Retirement Plan Specialist, The Wright Group continues our commitment in developing our expertise with specialists, not just generalists. Initially, Jennifer's role will be to implement our Retirement Plan Advisory Group Fiduciary Briefcase process, assist clients with compliance issues, conduct participant educational meetings, annual reviews and investment due diligence.

Prior to joining The Wright Group, Jennifer spent close to four years working at Qualified Pension Services, a local Third Party Administrator. She consulted clients and advisors regarding testing, compliance, plan design, document drafting and participant education. Jennifer started her career on the investment advisor side of the business in Chicago, then moved to Colorado in 2000 where she joined John Hancock, a national 401(k) provider as a Sales Manager. We look forward to introducing Jennifer to you!

**TWG Enhanced Services:** The Wright Group continues to roll out new services on our client relationship management platform, Zywave. **Elements**, The Wright Group's client interactive portal, continues to be rolled out to all of our customers' plan administrators. It provides a powerful connection not only to The Wright Group and your organization's specific benefit plans and rates, but also useful articles specific to our industry, as well as compliance tools like COBRA notices and access to over 200,000 employee benefit administrators across the country, with whom you can effortlessly connect to for HR, insurance and benefit queries.



**RETIREMENT PLAN SERVICES, SUPER CHARGED!** We are also very pleased to announce an enhanced suite of retirement plan consulting services that are now available to all of our clients.

Our new **Retirement Plan Advisory System** means more dedicated services to help ensure employers' fiduciary compliance, and deliver a more successful and meaningful retirement plan for employees. Core services rolled into the new system include:

- Investment due diligence analysis
- Scorecard fund ranking
- Service provider searches and benchmarking
- Plan design and annual review
- 404(c) fiduciary guidance
- Employee communications

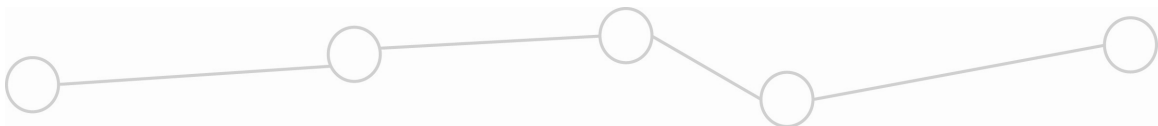
Perhaps more importantly, The Wright Group will help navigate fiduciary responsibility through robust, systematic, quantitative and qualitative investment analysis involving over 150 pages of detailed reports utilizing 15+ industry standard analytical measurements. Our due diligence process goes far beyond the *Morningstar* 5-star ratings and instead focuses on a cyclical approach of fund selection, monitoring, and ongoing documentation and review.

**Be on the Lookout!** Another enhanced service The Wright Group will be providing in 2009 is a monthly newsletter that will be made available by two different forms of media, either through the *Elements* portal or via e-mail. Our newsletter will contain information regarding The Wright Group as well as other pertinent topics on items such as: employee benefits, life, health, and disability benefits and questions, and retirement plans. We hope you will find our newsletter helpful and informative.

**Our first seminar** in the New Year will be on our Elements Portal and how you can enhance your benefits communication, and compliance, through the Elements Portal. **SAVE THE DATE** – March 11, 2009 at 11:30 a.m. at the Colorado State Bank Building – lunch provided!

We look forward to a productive and eventful New Year!

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