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DOUG ROSBURG APPOINTED REGIONAL SALES DIRECTOR AT BOSTON MUTUAL LIFE INSURANCE COMPANY

New hire brings more than a decade of unique sales and employee benefits experience to increase growth in the Midwest

Canton, Mass. – (November 12, 2018) – Boston Mutual Life Insurance Company, a national provider of [insurance solutions for individuals and at the workplace](#), today announced that Doug Rosburg has been appointed Regional Sales Director for the company's Heartland region in the Midwest. Mr. Rosburg brings years of experience in the insurance and media industries positioning companies for market leadership and profitability. As the newest addition to the company's sales team, Mr. Rosburg will support the life insurance carrier's ongoing business needs, continued growth, and increased success in the Heartland region.

"By bringing on a seasoned sales director, I'm excited about continuing to deepen our talent bench to support our collective goals as we move through the fourth quarter," said Jim Jacobsen, Executive Vice President of Distribution at Boston Mutual Life Insurance Company. "Doug's deep expertise and experience leading sales in Kansas City and the rest of the region make him a valuable addition to our growing sales team."

Most recently, Mr. Rosburg was a Senior Sales Representative at Lincoln Financial Group, where he was instrumental in the rebuilding of the Lincoln Financial brand in a variety of regions, including Kansas and Missouri. Prior to Lincoln Financial, he was a Senior Sales Representative at Assurant Employee Benefits, where he managed employee benefits sales opportunities and relationships in Kansas, Missouri, and Nebraska. He began his sales career serving in media sales positions at Time Warner Cable Media and *Florida Weekly*.

In his new role, Mr. Rosburg will serve on the Distribution sales team covering the Heartland region in the Midwest, which includes Missouri, Kansas, Iowa, Nebraska, and Colorado. He will be responsible for overseeing sales opportunities and coordinating

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with producers in his territory. Mr. Rosburg is the second Regional Sales Director to join Boston Mutual in the latter part of this year, following the recent appointment of Marie Lackey as Senior Regional Sales Director to the Southeastern region.

Mr. Rosburg earned a bachelor's degree in communication studies from Iowa State University in Ames, Iowa.

About Boston Mutual Life Insurance Company

Boston Mutual Life Insurance Company is a national insurance carrier providing flexible insurance products for working Americans in the private and public sectors. Boston Mutual offers a range of insurance coverage options for both individuals and employers, with a product portfolio that includes life, critical illness, disability, and accident insurance coverage. Founded in 1891, the company, which is headquartered in Canton, Massachusetts, has enjoyed a long history of financial strength and stability. For more information, please visit www.bostonmutual.com or follow the company on Facebook ([/BostonMutualLifeIns](https://www.facebook.com/BostonMutualLifeIns)) or LinkedIn ([/company/boston-mutual-life-insurance](https://www.linkedin.com/company/boston-mutual-life-insurance)).

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