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## FOR IMMEDIATE RELEASE

### BOSTON MUTUAL LIFE INSURANCE COMPANY WELCOMES NEW SALES DIRECTOR

#### *Workplace Solutions Division Continues Expansion with New Addition to Sales Team Covering Florida*

Canton, Mass. – (May 4, 2016) – Boston Mutual Life Insurance Company, a national provider of [insurance solutions for individuals and at the workplace](#), today announced the addition of James Dawson as Senior Regional Sales Director to its Workplace Solutions division. Responsible for the state of Florida for the division, Mr. Dawson's primary role will be to coordinate with producers across the state to support policyholders and continue the company's growth.

"With more than 12 years' experience covering major markets in Florida, James understands what is needed to compete in the state," said Charlie Mabry, Vice President of Workplace Solutions at Boston Mutual Life Insurance Company. "He will most definitely help us grow our footprint in Florida."

James Dawson was most recently a Senior Marketing Representative at Lincoln Financial Group. Prior to joining Lincoln in 2012, he was a Senior Account Executive at Unum. James earned a bachelor's degree in history and secondary education at Boston College, where he was also a member of the varsity baseball team.

In his new position with Boston Mutual Life Insurance, Mr. Dawson will work closely with the company's producers throughout the state of Florida to support their sales efforts and continue to identify sales opportunities for the company.

"The addition of James Dawson to our Workplace Solutions division will be a key contribution to our sales momentum and ongoing company growth," said Paul A. Quaranto, Jr., Chairman, Chief Executive Officer and President at Boston Mutual Life Insurance Company. "With the expansion of our sales team, we remain dedicated to fulfilling our promises to our producers and policyholders."

The Workplace Solutions division offers voluntary, employer-sponsored insurance solutions that enable employers to offer employees and their families' financial protection in a time of need. The product portfolio features life, accident, critical illness and disability insurance, including traditional employer-paid group life and disability coverage.

**About Boston Mutual Life Insurance Company**

Founded in 1891, Boston Mutual Life Insurance Company has enjoyed a long history of financial strength and stability. Headquartered in Canton, Massachusetts, Boston Mutual has been a recognized leader for 125 years in providing flexible insurance products to working Americans and their families in the private and public sectors of the USA. For more information, please visit [www.bostonmutual.com](http://www.bostonmutual.com) or follow the company on Facebook ([/BostonMutualLifeIns](https://www.facebook.com/BostonMutualLifeIns)).

**Media Contact:**

Meredith D'Agostino  
Boston Mutual Life Insurance Company  
[meredith\\_dagostino@bostonmutual.com](mailto:meredith_dagostino@bostonmutual.com)  
(800) 669-2668 x276

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