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FOR IMMEDIATE RELEASE

**BOSTON MUTUAL LIFE INSURANCE COMPANY WELCOMES NEW
REGIONAL VICE PRESIDENT OF SALES**

Life Insurance Company Continues to Expand Workplace Solutions Division with New Hire

Canton, Mass. – (December 17, 2015) – Boston Mutual Life Insurance Company, a national provider of [insurance solutions for individuals and at the workplace](#), today announced that it has added Kevin Poynter as Regional Vice President of Sales to its Workplace Solutions division. Responsible for managing the regional sales team in the Southern region, Mr. Poynter is the second recent Vice President of Sales hire for the division.

“Kevin Poynter is a recognized leader in the insurance market, and he will be a valuable addition to our growing Workplace Solutions division,” said Charlie Mabry, Vice President of Workplace Solutions at Boston Mutual Life Insurance Company. “His experience overseeing sales teams and his voluntary benefits background will be instrumental in supporting our producers and policyholders in the Southern region.”

Most recently, Kevin Poynter was the Regional Practice Leader at Humana in Nashville, Tennessee, and Tampa, Florida. Prior to joining Humana in 2009, he served as Regional Manager for ING Employee Benefits in Florida from 2007 through 2009. He started his sales career at UnumProvident Corporation in Chattanooga, Tennessee, in 2000. Mr. Poynter earned a Bachelor of Science degree at the University of Tennessee, where he focused on accounting, finance, and management.

In the newly created role of Regional Vice President of Sales, Workplace Solutions for the Southern region at Boston Mutual Life, Kevin Poynter will be developing and managing the company’s regional sales team covering the Southeast and Southwest. Mr. Poynter will be working in a parallel role to Dave Cirulis, who joined the company last month as Regional Vice President of Sales for the Midwest and Mid-Atlantic regions. With these two new sales positions, Boston Mutual Life continues to expand its Workplace Solutions division, which is the result of the integration of its Worksite and Group teams last fall.

“By adding strong sales executives like Kevin Poynter and Dave Cirulis to our Workplace Solutions division, Boston Mutual Life continues to build on our success and strengthen our position in the market,” said Paul A. Quaranto, Jr., President and Chief

Executive Officer. “We’re honored to maintain our ongoing commitment to serving our producers and clients across the country with dedicated, experienced talent.”

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 almost 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 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
(800) 669-2668 x276

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