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## PRESS RELEASE

### **Amalgamated Life Insurance Announces Gerard McDermott as Group Sales Executive, Mid Atlantic Region**

**White Plains, NY . . . July 5, 2016**

Amalgamated Life Insurance Company (White Plains, NY), a leading provider of insurance solutions including group life, disability, worksite/voluntary products and medical stop loss, announced today the appointment of Gerard McDermott as Group Sales Executive, Mid Atlantic Region. McDermott brings over 22 years of insurance sales experience and strong skills across key areas ranging from consultative sales, presentations and industry networking, to market research, competitive intelligence and value-add propositions.

McDermott's last position was as a General Agent Account Executive with AIG Benefit Solutions where he sold dental, disability, life and worksite products to groups. During his tenure, his sales achievements included capturing nearly \$3 million in sales in a given year; a 50% increase over the prior year, and exceeding 100% of both his premium goal and groups sold goal in a three-year period which earned his region, the "Region of the Year" award in 2012 and 2013.

McDermott's career history also includes his roles as Group Sales Representative with Mutual of Omaha, Group Sales Executive with Prudential Financial, and Group Sales Representative with MetLife. In all of these positions, he was credited with high sales, the successful development and strengthening of relationships with brokers, and placement among the companies' top sales performers.

McDermott holds a Bachelor of Arts from Hunter College.

He resides in Chester, NJ.

#### **About Amalgamated Life Insurance Company**

Founded in 1943, Amalgamated Life is a member of the Amalgamated Family of Companies, which provides synergistic products and services. In addition to Amalgamated Life, the member companies include Amalgamated Agency, a property and casualty brokerage; AliCare, a third party administrator; AliCare Medical Management, a medical management firm; AliComp, an IT outsourcing company; and AliGraphics, a printing and graphics company. Amalgamated Life Insurance has received 40 consecutive A.M. Best "A" (Excellent) ratings attesting to its strong fiscal position and claims-paying history. Today the company is a resource for a broad portfolio of insurance solutions, including group life, disability, medical stop loss and a suite of workplace/voluntary benefits.