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***Reliance Standard names Michael Wilbert  
Senior Vice President, Sales***

**PHILADELPHIA, Pa (July 26, 2016)** – Reliance Standard Life Insurance Company (Reliance Standard), a leading group insurance carrier specializing in employee benefits solutions for companies of all sizes, has named Michael Wilbert, Senior Vice President, Sales, reporting directly to President Chris Fazzini.

In his new role Wilbert is responsible for Reliance Standard’s sales production in the group benefits market nationwide. In addition to overseeing the company’s sales organization, located across 27 regional sales offices, he is responsible for developing strategic distribution initiatives and partnerships in the group benefits marketplace. Wilbert will also direct expansion of Reliance Standard’s integrated absence management and ADA management business in partnership with sister company Matrix Absence Management.

Mr. Wilbert joined Reliance Standard in 1993 as a sales representative in Atlanta. He most recently served as vice president, group sales and marketing, in which he was responsible for the strategic operation and sales performance of the company’s core employee benefits lines. As a sales representative and manager he was recognized consistently, named multiple times to the company’s President’s Panel. He also won both Sales Representative of the Year and Office of the Year on multiple occasions.

“Mike has been a consistent, reliable source of forward momentum during more than 20 years at Reliance Standard,” Fazzini said. “Under his leadership, the Atlanta regional sales office became a perennial powerhouse for this company. As a senior sales leader, he was able to transfer that knowledge and experience to help develop and refine our sales presence nationwide. I’m excited to see him assume this new role.”

Mr. Wilbert earned his MBA from Georgia State University and his BBA in risk management from the University of Georgia. He and his family reside in the Philadelphia area.

**Reliance Standard Life Insurance Company** (Reliance Standard) is a leading insurance carrier specializing in innovative and flexible employee benefits solutions including disability income and group term life insurance, a suite of voluntary (employee paid) coverage options and fully integrated absence

management. Reliance Standard markets these solutions nationwide through independent brokers and agents to employers of all sizes. Rated A+ (Superior) by A.M. Best, Reliance Standard was founded in 1907 in Chicago, IL, as the Central Standard Life Insurance Company.

***Reliance Standard is a member of the Tokio Marine Group.*** Tokio Marine Holdings, Inc., the ultimate holding company of the Tokio Marine Group, operates in the property and casualty insurance, reinsurance and life insurance sectors globally. The Group's main operating subsidiary, Tokio Marine & Nichido Fire (TMNF), was founded in 1879 and is the oldest and leading property and casualty insurer in Japan.

Photo Caption:

Michael Wilbert

Senior Vice President, Sales

Reliance Standard Life Insurance Company