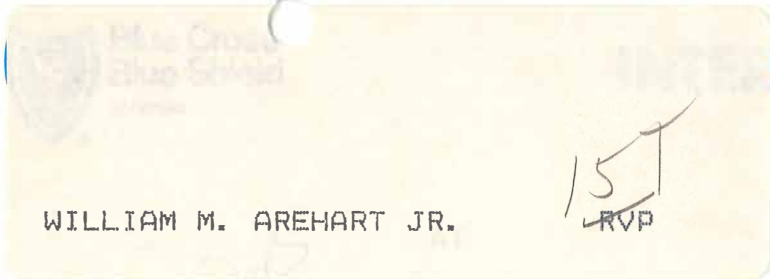




OFFICE MEMO



TO: WILLIAM M. AREHART JR.

DATE 3/27/89

FROM: Jerry Potter *[Signature]* AT: Group Underwriting 6 Gilmore

SUBJECT: Group Underwriting Promotions

In conjunction with our organizational realignment along metropolitan lines, I am pleased to announce three promotions in the Group Underwriting Department. Effective immediately, Mark Johnston is being promoted from Senior Group Underwriter to Manager. Larry Hicks is being promoted from Group Underwriter to Senior Group Underwriter, and Susan Walker is being promoted from Group Underwriter to Senior Group Underwriter.

Mark Johnston has been with the Plan for 5-1/2 years in a Senior Group Underwriter position. Mark is a graduate of the University of North Florida with a degree in Business Administration and has eight years of group underwriting experience with American Heritage and Prudential.

Larry Hicks has been with the Plan for 5 years and is currently working on a degree in accounting from the University of North Florida and he plans to graduate this fall. Larry's current position is that of group underwriter and he also has 3 years of experience in group underwriting from the Prudential.

Susan Walker has been with the Plan for 4-1/2 years and has a degree from Florida State University in Marketing. Susan's current position is that of group underwriter and she also has 4 years of experience in group underwriting from American Heritage.

Please congratulate Mark, Larry, and Susan as they move into these new positions and offer them your usual fine support.

Thank you.

JP/am

Distribution: A-E