

For immediate release

## Molton, Allen & Williams Acquires the Assets of Benefit Concepts Inc.

Molton, Allen & Williams, LLC, Birmingham, Alabama (MAW), announces the acquisition of the assets of Benefit Concepts, Inc., also of Birmingham (BCI).

“The BCI transaction confirms our leadership role among employee benefits firms in the State of Alabama. It adds breadth of experience and know-how to our already-strong team,” stated John W. Williams, MAW’s Chief Executive Officer. “Under the leadership of Tim Burnette, Senior Vice President, we have enjoyed significant growth in our Employee Benefits practice. Our team specializes in delivering innovative, comprehensive solutions for our clients’ needs at the same time we work with them to controls costs. We are extremely pleased to add the excellent team from BCI, who bring with them talents and relationships that will enhance what we have grown organically.”

BCI, founded over nineteen years ago, was one of the first female-owned insurance agencies in Birmingham. Under the leadership of Diane Weiner, its founder, owner and CEO, BCI specialized in employee benefits and employer health care cost containment for self-funded large group medical plans. It grew to serve a prestigious list of publicly-traded, privately-held and government clients, primarily located in Alabama, Ohio, Georgia and Florida. Ms. Weiner remarked, “I founded the company to provide clients with strong customer service and support along with technical proficiency, particularly in the design and management of self-funded group medical plans. I learned from experience that we committed more resources to customer service than many of our competitors. When our growth demanded that we align ourselves with a larger firm, I looked for a like-minded, customer-focused organization. I was delighted to find just such an organization in MAW.”

MAW is a privately-held firm specializing in Property & Casualty and Employee Benefits risk management and brokerage. Headquartered in Birmingham, MAW has offices in Alabama and Florida.

MAW's Employee Benefits Division delivers a full range of employee benefit products and services to its clients. It specializes in self-funded employer-sponsored medical plans and medical stop loss reinsurance. Responding to a growing client need to control medical costs, the EBD developed and introduced a proprietary Wellness Program aimed at improving worker productivity and quality of life, and lowering utilization of healthcare services in 2006. With the addition of BCI's clients, MAW serves to over 35 self-funded medical plans representing over \$141,000,000 of medical expenditures, and 24,000 covered lives. All MAW's self-funded medical plan clients receive value added expertise in plan design, wellness, on-going administration, cost tracking / benchmarking, benefit strategic planning, communications, insurance carrier solutions, and information management. Many also take advantage of the firm's expertise in group life, disability, dental, vision, pre-tax voluntary, and retirement plans.

"Providing a competitive benefit package enables you to attract and retain the most experienced and valuable employees", says Tim Burnette, MAW Senior Vice President of Employee Benefit. "At the same time, we help our clients continue to afford their benefit program, in light of the global competitive environment in which American business operates. Our clients already expect a high level of performance from us. It thrills us to exceed those expectations."

For more information, call (205) 969.5100