



NEWS RELEASE

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Colonial Supplemental Insurance is the marketing brand of Colonial Life & Accident Insurance Company. Colonial is a market leader in providing voluntary insurance to employees and their families through the workplace, along with personal benefits communication, enrollment capabilities and a commitment to service. Colonial Supplemental Insurance products are underwritten by Colonial Life & Accident Insurance Company and include a broad portfolio of insurance coverages, such as disability, accident, life, cancer, critical illness and hospital confinement indemnity insurance policies. Similar products, if approved, are underwritten in New York by a Colonial affiliate, The Paul Revere Life Insurance Company. Colonial is based in Columbia, S.C. and has been named one of the top four best large companies to work for in South Carolina. A subsidiary of UnumProvident Corporation, Colonial is based in Columbia, S.C. and operates in 49 states, the District of Columbia and Puerto Rico. "Colonial Supplemental Insurance," "for what happens next" and the logo, separately and in combination, are registered service marks of Colonial Life & Accident Insurance Company. All rights reserved.

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Colonial Names Winners of Top National Awards

COLUMBIA, S.C. (Feb. 5, 2007) — Colonial Supplemental Insurance has named 19 sales representatives and sales managers from across the country as winners of its top national awards for 2006. Colonial's national awards are given each year to honor sales representatives and sales managers who lead the nation in categories including sales premium, new accounts, enrolling, coordinating, recruiting and people development. Colonial will present the awards at its annual sales conference in May.

Award winners are:

- **Tom Wagoner**, sales representative, Columbus, Ohio — Hall of Fame Award, Agency Channel Representative of the Year Award.
- **Chris Pierce**, sales representative, Holly Springs, N.C. — Public Sector Channel Representative of the Year Award, Founder's Award for Public Sector New Account Opener Sales Premium.
- **Sharon Lindsay**, sales representative, Chattanooga, Tenn. — Agency Channel Rookie of the Year Award.
- **Debbie Perkins**, sales representative, Nashville, Tenn. — Agency Channel Rookie Opener of the Year Award.
- **Frank Tamada**, sales representative, Laguna Hills, Calif. — Public Sector Channel Rookie of the Year Award.
- **Roger Lapham**, district development manager, Houston — Founder's Award for Agency Channel New Accounts.
- **Ray King**, sales representative, Smyrna, Ga. — Founder's Award for Agency Channel New Account Opener Sales Premium.
- **Kristy Dipaola**, sales representative, Grafton, Mass. — Agency Channel Enroller of the Year Award.
- **Doug Stutesman**, sales representative, Cary, N.C. — Public Sector Channel Enroller of the Year Award.
- **P.J. Piper**, sales representative, Harlingen, Texas — Agency Channel Coordinator of the Year Award.
- **Aretha Green**, sales representative, Los Angeles — Public Sector Channel Coordinator of the Year Award.
- **Tom Wallace**, territory manager, North Florida — Territory Manager Office of the Year Award.
- **Glenn Pierce**, public sector manager, Holly Springs, N.C. — Public Sector Manager Office of the Year Award, Public Sector Manager

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People Development Award.

- **John Schneider**, district manager, Nashville, Tenn. — District General Agent Premier Office of the Year Award.
- **Joe Fernandez**, district manager, Addison, Texas — District General Agent Large Office of the Year Award, District General Agent People Development Award.
- **Kelly Pugh**, district manager, Broken Arrow, Okla. — District General Agent Medium Office of the Year Award.
- **Dean Anagnopoulos**, district manager, Mt. Prospect, Ill. — District General Agent Small Office of the Year Award.
- **Donald Pierce**, public sector assistant manager, Apex, N.C. — Public Sector Assistant Manager of the Year Award.
- **David Norsworthy**, district development manager, Searcy, Ark. — District Development Manager of the Year Award.

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