

Breslau Insurance & Benefits, Inc.
Sales by Product/Service Summary
 January 2007 - December 2010

| | 2007 | 2008 | 2009 | 2010 | Total | Rank |
|----------------------------|----------------|----------------|----------------|----------------|----------------|------|
| | % of Sales | % of Sales | % of Sales | % of Sales | % of Sales | |
| Aetna | 13.32% | 22.14% | 23.25% | 21.36% | 20.00% | 1 |
| Humana | 19.24% | 18.03% | 15.48% | 15.90% | 17.26% | 2 |
| United Healthcare | 15.88% | 10.20% | 8.61% | 17.82% | 12.99% | 3 |
| BC/BS | 9.69% | 8.01% | 11.20% | 12.53% | 10.20% | 4 |
| Assurant John Alden | 4.67% | 6.31% | 8.52% | 13.97% | 8.15% | 5 |
| Principal | 4.81% | 6.58% | 6.30% | 1.24% | 4.86% | 6 |
| CIGNA | 3.19% | 3.47% | 2.76% | 2.89% | 3.10% | 7 |
| American Medical Security | 4.10% | 3.57% | 3.44% | 0.05% | 2.87% | 8 |
| PacifiCare | 4.66% | 2.16% | 2.08% | 1.09% | 2.53% | 9 |
| LifeWise Health Plan | 4.64% | 3.74% | 0.67% | 0.00% | 2.40% | 10 |
| Significa Insurance | 0.00% | 1.33% | 4.50% | 2.59% | 2.02% | 11 |
| American General (AIG) | 2.29% | 1.83% | 0.06% | 0.00% | 1.12% | 12 |
| Black, Gould & Assoc. | 0.00% | 1.91% | 1.87% | 0.57% | 1.12% | 13 |
| CA Marketing | 4.22% | 0.00% | 0.00% | 0.00% | 1.06% | 14 |
| ING | 0.00% | 1.16% | 2.12% | 0.66% | 0.98% | 15 |
| Colonial Life | 1.41% | 1.24% | 0.58% | 0.53% | 0.97% | 16 |
| IHC Health Solutions | 0.00% | 1.81% | 1.52% | 0.00% | 0.87% | 17 |
| Health Net | 0.55% | 0.88% | 0.77% | 0.91% | 0.78% | 18 |
| MetLife | 0.93% | 0.63% | 0.60% | 0.96% | 0.78% | 19 |
| Ohio National | 0.00% | 1.26% | 0.73% | 0.88% | 0.73% | 20 |
| Golden Rule | 0.00% | 0.36% | 1.25% | 1.37% | 0.71% | 21 |
| Delta Dental | 0.63% | 0.63% | 0.73% | 0.71% | 0.67% | 22 |
| SecureCare Dental | 0.81% | 0.63% | 0.38% | 0.26% | 0.53% | 23 |
| Banner Life | 1.46% | 0.36% | 0.00% | 0.00% | 0.47% | 24 |
| Spectera | 0.52% | 0.29% | 0.21% | 0.19% | 0.31% | 25 |
| CSA | 0.23% | 0.08% | 0.42% | 0.39% | 0.27% | 26 |
| Starmark | 0.00% | 0.00% | 0.00% | 1.06% | 0.24% | 27 |
| Guardian | 0.20% | 0.19% | 0.33% | 0.13% | 0.21% | 28 |
| BASIC Western | 0.06% | 0.15% | 0.54% | 0.05% | 0.20% | 29 |
| Lincoln National | 0.76% | 0.00% | 0.00% | 0.00% | 0.19% | 30 |
| UNUM | 0.00% | 0.00% | 0.00% | 0.75% | 0.17% | 31 |
| Standard Insurance Company | 0.17% | 0.14% | 0.18% | 0.18% | 0.17% | 32 |
| TOTAL | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | |

Thursday, Mar 10, 2011 09:21:46 AM PST GMT-8 - Accrual Basis

31 Additional Insurance Companies Not Shown

Based on Compensation Earned

Breslau Insurance & Benefits, Inc.

Top 20 Insurance Companies Ranked by Compensation Received

| <u>RANK</u> | <u>2005</u> | <u>2006</u> | <u>2007</u> | <u>2008</u> | <u>RANK</u> |
|-------------|---------------------|---------------------|---------------------|---------------------|-------------|
| 1 | BC/BS | United Healthcare | Humana | Aetna | 1 |
| 2 | United Healthcare | BC/BS | United Healthcare | Humana | 2 |
| 3 | PacifiCare | PacifiCare | Aetna | United Healthcare | 3 |
| 4 | Pacific Life | Aetna | BC/BS | BC/BS | 4 |
| 5 | Humana | Humana | Principal | Principal | 5 |
| 6 | CBSA | AMS | Assurant John Alden | Assurant John Alden | 6 |
| 7 | Aetna | IAC-CBSA | PacifiCare | LifeWise | 7 |
| 8 | Assurant John Alden | Assurant John Alden | LifeWise | AMS | 8 |
| 9 | Banner Life | Principal | IAC | CIGNA | 9 |
| 10 | AMS | LifeWise | AMS | PacifiCare | 10 |
| 11 | F&G | Banner Life | CIGNA | American General | 11 |
| 12 | Standard Insurance | CIGNA | American General | IHC | 12 |
| 13 | CIGNA | Pacific Life | Banner Life | Significa Insurance | 13 |
| 14 | Principal | SecureCare Dental | Colonial Life | Ohio National | 14 |
| 15 | SecureCare Dental | MetLife | MetLife | Colonial Life | 15 |
| 16 | MetLife | Spectera | SecureCare Dental | ING | 16 |
| 17 | Health Net | RSLI | Lincoln National | Health Net | 17 |
| 18 | First Colony Life | Union Central | Delta Dental | SecureCare Dental | 18 |
| 19 | CGI | Health Net | Health Net | MetLife | 19 |
| 20 | LifeWise | Delta Dental | Spectera | Delta Dental | 20 |
| # carriers | 41 | 45 | 41 | 44 | |

Breslau Insurance & Benefits, Inc.

Top 20 Insurance Companies Ranked by Compensation Received

| <u>RANK</u> | <u>2001</u> | <u>2002</u> | <u>2003</u> | <u>2004</u> | <u>RANK</u> |
|-------------|---------------------|---------------------|---------------------|---------------------|-------------|
| 1 | Humana | BC/BS | Pacific Life | Pacific Life | 1 |
| 2 | Health Net | Pacific Life | BC/BS | PacifiCare | 2 |
| 3 | United Healthcare | Assurant John Alden | Assurant John Alden | BC/BS | 3 |
| 4 | Banner | Aetna | Humana | Humana | 4 |
| 5 | BC/BS | United Healthcare | United Healthcare | Assurant John Alden | 5 |
| 6 | Pacific Life | CIGNA | Aetna | United Healthcare | 6 |
| 7 | Aetna | Humana | CIGNA | CBSA | 7 |
| 8 | AMS | Health Net | Health Net | CIGNA | 8 |
| 9 | PacifiCare | MetLife | CBSA | Lincoln Benefit | 9 |
| 10 | MetLife | PacifiCare | MetLife | Health Net | 10 |
| 11 | Assurant John Alden | IMG | PacifiCare | SecureCare Dental | 11 |
| 12 | Standard Ins | Standard | First Penn Pacific | Aetna | 12 |
| 13 | Principal | Principal | SecureCare Dental | Continental General | 13 |
| 14 | CIGNA | Advance | AMS | MetLife | 14 |
| 15 | Canada Life | United Pet Care | Principal | Principal | 15 |
| 16 | Remington | AMS | Lincoln Benefit | Delta Dental | 16 |
| 17 | Am Gen USLife | Canada Life | IMG | AMS | 17 |
| 18 | United Concordia | Banner Life | Continental General | First Penn-Pacific | 18 |
| 19 | Advance | Health & Healing | HPA | Guardian | 19 |
| 20 | SecureCare Dental | Guardian | Standard | United Pet Care | 20 |
| # carriers | 25 | 28 | 38 | 38 | |