

Connecticut Based Insurance Distributor Futurity First Insurance Group Sees Job Creation, Business Expansion and Steady Growth Ahead, Locally & Nationally

Rocky Hill, CT (November 14, 2011) Not all companies are retreating from job creation and business expansion in this current economic environment. Connecticut-based Futurity First Insurance Group is filling and adding positions both locally in its corporate headquarters and nationally through its branch offices with plans to double its workforce in Connecticut in 2012.

Futurity First has experienced a 60% growth in its core business with 124% increase in sales over the last 12 months. "As a result of this growth, we see 'now' as the time for creating jobs and bringing in talented people who will focus on achieving our expansion objectives," comments Michael Kalen, CEO of Futurity First.

Established in 2008 to build a national branch network of career agents who help pre-retirees and retirees with insurance protection as well as retirement and Medicare planning, **Futurity First currently has 22 full-time employees in its Rocky Hill corporate office** as well as operations in Houston, TX, Chicago, IL, and Carmel, IN. With a total of 275 full-time employees nationally, this team supports the expansion of the branch office network through marketing, product management, information technology, human resources and recruiting. **The plan for 2012 is to double the number of employees in Connecticut including opening a branch office in Rocky Hill, Stamford, Hartford or New Haven.** "The ultimate location of the branch will depend on the hiring of an experienced branch manager who has a strong presence in one or more of these local markets," says Kalen.

The company has established 15 branches across the country, opening three new branches in 2011 in North Carolina, Wisconsin, and Pennsylvania with plans to add between 5 and 10 more branches during the coming year. "As our branches and sales grow, we expect to grow the number of people in our corporate operations and are currently seeking professionals with insurance experience in sales development, IT, and general management," he adds.

With its corporate headquarters near Hartford which is known as a primary location for insurance and financial companies, Futurity First has been able to tap into the extensive talent pool of executives and professionals within the industry and assemble a management team with breadth and depth of experience.

Futurity First also expanded its distribution capabilities beyond the career agency branch system to include independent agents nationally when it acquired two top-notch independent marketing organizations, BHC Marketing, Inc., and Dressander & Associates in 2010. These new affiliates have increased the company's sales capacity by 3,500 independent agents making Futurity First the 4th largest annuity sales organization in the country with over \$1 billion in sales. "This growth in the annuity arena is key to our efforts to help pre-retirees and retirees create a secure retirement income even during tough financial times," he continues.

In addition, the company's best-in-class portfolio of products from leading carriers across the financial services industry provides agents with access to products that allow them to offer their clients added

objectivity and choice. “This approach is very attractive to agents who want as many choices for their clients as possible and it’s one of the reasons for our continued, steady growth,” concludes Kalen.

About Futurity First Insurance Group (www.futurityfirst.com)

Futurity First Insurance Group, Inc. is an independent, nationwide insurance distribution organization specializing in retirement income and insurance protection solutions from leading insurance companies

Media Contact: Susan Chanley, susanchanley@ffig.com, 781-587-0115