

February 25, 2011

Dear Sales Partner,

Every year the Manhattan Companies provide financial and sales information to A.M. Best to re-affirm our financial strength rating. Again this year A.M. Best responded with positive remarks.

A.M. Best commented that each of our companies reported positive operating results, improved loss ratios on supplemental health products and increased net operating income. They noted that our Manhattan Companies achieved further diversification through our coinsurance partnership involving Medicare Supplement products. They also recognized our continued expense management and overall conservative investment philosophy contributing to operating gains. With these comments A.M. Best re-affirmed our B+ rating.

Since no one relies solely on letter ratings, I wanted to take this opportunity to let you know that our Manhattan Companies continue to grow and prosper. We continue to expand our direct marketing efforts in the Midwest and New England regions, and we continue to be a leader in the Latin America market. We also continue to take advantage of acquisitions that are a good fit for us.

Overall, our Manhattan Companies are strong and secure. We remain committed to providing you and your client's great products and the financial stability to stand behind them. Thank you for your business and thank you for being a part of our Manhattan family.

Sincerely,



Since 1850