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JBA Benefits Acquires Integrated Benefits Solutions in Raleigh

Winston-Salem, N.C., January 31, 2012 – JBA Benefits announced today it has acquired Integrated Benefit Solutions in Raleigh, giving JBA its second office in North Carolina. JBA provides health, life, disability, dental, long-term care and supplemental benefit plans for both individuals and businesses.

As part of the acquisition, three new employees are joining the JBA team.

Teri Gutierrez, regional sales manager, brings over 25 years of experience in group health, self-funding, disability, life, and voluntary benefits. She is a certified Life Underwriter Training Council Fellow (LUTCF), is president-elect of the State Health Underwriters and serves in multiple working groups representing North Carolina insurance agents and brokers in developing the new NC Health Benefit Exchange as required by the Healthcare Reform Law. Teri will be responsible for sales, legislation and managing the Raleigh office.

Tony Gutierrez, agency innovator, brings over 14 years of corporate experience specializing in group health, self-funding, disability, life, and voluntary benefits, serving the needs of businesses with Hispanic employees. Tony focuses on health reform and its impact on employer-sponsored health coverage. Tony will be responsible for the technical aspects of the business including development of training programs and other value-added services, web-site, social media and legislative communications to clients.

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Liz Gallops, individual/Medicare specialist and account manager for the Triangle, specializes in insurance products for individuals, small group, high-risk pool, Medicare supplements and will also service the JBA Triangle group clients as their account manager.

“We are gaining strong talented employees who have been highly successful in improving health literacy and personal financial literacy,” said Julie George, vice president of sales, Allegacy Services. “The Raleigh location will allow JBA to better serve our clients in the eastern part of the state and ensure they are ready for the changing world of health care reform and benefits.”

About JBA Benefits

For over 35 years JBA Benefits, a strategic partner of Allegacy Federal Credit Union, has provided health, life, disability, dental, long term care and supplemental benefit plans for both individuals and businesses. Our goal continues to be impeccable service after the sale, minimizing the time a small business or human resources director spends handling benefits questions. Our main focus is to provide employee benefit assistance to all of our accounts no matter what size the company. www.JBABenefits.com.

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