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Stephen C. Shaw, CLU Joins Sitzmann Morris and Lavis

Oakland, Calif. – September 22, 2004 – Sitzmann Morris & Lavis (SML), one of the leading independent based insurance advisory firms in Northern California, is pleased to announce that Steve Shaw, formerly President of Lafayette Square Insurance Services, has merged his practice into SML. Mr. Shaw will remain partnered with SML and continue to be actively involved with all his clients.

“Steve Shaw is an old friend and one of the truly successful insurance executives in the business,” said Gary Sitzmann, Chairman and CEO. “He is a leader in our industry, having served as President of the National Association of Insurance and Financial Advisors and the founding Chair of the Life and Health Insurance Foundation for Education (LIFE). He has been a tremendous advocate for his clients since entering the insurance business in 1964 while attending UC Berkeley. We are thrilled to have him and his clients join our team. We feel the partnership will carry on a long tradition of outstanding client relations and service.”

Mr. Shaw believes the merger will not only give his clients access to SML proprietary insurance products and sophisticated administrative services, including the SML Benefit Center, but will assure perpetuity of the high level of service required in today’s complex and changing insurance environment. He resides in Lafayette with his wife Barbara where they raised their two children, Justin and Stacey.

About Sitzmann Morris & Lavis

Founded in 1965, Sitzmann Morris & Lavis, Inc. (SML) is a leading independent based, California insurance advisory firm headquartered in Oakland. The firm is an established leader in the employee benefits, life insurance, estate planning and business continuity fields. Their access to proprietary insurance products and sophisticated administrative services are virtually

unmatched nationwide. SML currently works with more than 700 group insurance clients and over 3,000 individual life insurance clients with total coverage in excess of two billion dollars. For more information, please visit www.smlinsurance.com.