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March 24, 2008

New Segment Alignment

Effective April 1, 2008, Health Net will realign our internal segment structure in order to better meet customer needs and obtain greater efficiencies in the markets we serve. Our new infrastructure will be defined as:

- Small Business Group – Employer groups with 2 to 99 employees
- Large Business Group – Employer groups with 100 employees or more.

This realignment will allow us to gain efficiencies and utilize common tools and technologies in our newly defined small business group, focus on building consultative relationships in the large business group, and better leverage the talent within our organization to serve all of our customers as effectively as possible.

Please note that you or your clients may be assigned a new Health Net representative as a result of some minor organizational changes within Health Net's Sales and Account Management teams to support this realignment. However, at this time there will be no change to Health Net's policies or the way you currently do business with Health Net. In the event that you or your clients are affected, your Health Net representative will be contacting you soon with more information.

See below for the new internal structure:

Small Business Group: 2-99 employees

Katy Zalinsky, *General Segment Manager*

Bill Dunne, *Vice President – Sales*

Rob Leyden, *Market Leader – Connecticut*

Sean Kuhn, *Market Leader – New Jersey*

Robert Parant, *Market Leader – New York*

MJ Corti, *Director – Account Management and New Business Installation, 2-50*

Linda Metzger, *Manager – Account Management and New Business Installation, 51-99*

Large Business Group: 100 employees or more

Jill Serin, *General Segment Manager*

John Verga, *Director – New Business*

Barbara Vernon, *Director – Account Management, Key Accounts*

Julie Ernst, *Director – Account Management, Strategic Accounts*

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