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## Dinsmore Named Berkshire Life President

**PITTSFIELD, MASS, August 17, 2009**—At its recent meeting, the Board of Directors of Berkshire Life Insurance Company of America (Berkshire) approved the appointment of Gordon G. Dinsmore, Jr., as President. A 34-year insurance industry veteran, he succeeds Joan E. Bancroft, who retired on July 1.

In his new position, Dinsmore will be responsible for managing the risk and product portfolio for the two product lines Berkshire issues on behalf of The Guardian Life Insurance Company of America (Guardian), disability income insurance—both individual and worksite—and long term care insurance.

“Gordon’s proven expertise in risk management and his strategic and operational experience in both individual and multi-life disability income insurance, as well as long term care insurance, will be critical assets in his new role,” said Deanna Mulligan, Guardian’s Executive Vice President in charge of Individual Life and Disability.

Previously, Dinsmore served as Vice President and Senior Actuary at MetLife. During his tenure there, he served as product head for individual disability insurance. He also served as Chief Financial Officer for MetLife’s Health Segment, which included long term care, group disability, dental and critical illness.

Dinsmore’s prior industry experience includes positions at Swiss Re America and Equitable. He holds a bachelor’s degree in Mathematics from Brown University.

### **About Guardian**

The Guardian Life Insurance Company of America (Guardian), one of the largest and oldest mutual life insurance companies in the United States, is known for its stability and strength. A Fortune 300 company, Guardian is the only major life insurer to earn upgrades from two major rating agencies in 2008: A++ (Superior) by A.M. Best and AA+ (Very Strong) by Standard & Poor's. As of July 2009, three major rating companies have affirmed Guardian's ratings: Fitch (AA+/Very Strong); Moody's (Aa2/Excellent); and Standard & Poor's (AA+/Very Strong).

Founded nearly 150 years ago, Guardian and its subsidiaries are committed to protecting individuals, business owners and their employees with life, long term care insurance, disability income, medical and dental insurance products, and offer 401(k), annuities and other financial products and trust services.

Guardian operates one of the largest dental networks in the United States, and protects more than six million employees and their families at 120,000 companies. The company has more than 5,400 employees in the United States and a network of over 3,000 financial representatives in more than 80 agencies nationwide. For more information about Guardian, please visit [www.GuardianLife.com](http://www.GuardianLife.com).

### **About Berkshire**

Berkshire Life Insurance Company of America, Pittsfield, Mass. (Berkshire), is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, N.Y. Its key missions are to grow Guardian's disability income and long-term care lines of business and to research and develop new insurance products.

Berkshire has been recognized by DALBAR, Inc., a leading research and rating firm for financial institutions, for excellence in communications, new business services, policy owner services and underwriting. Berkshire's call center is ranked among the top of all companies evaluated by DALBAR. In addition, Berkshire is rated A++ (Superior) by A.M. Best Company, a major insurance rating agency. More information about Berkshire can be obtained at [www.BerkshireLife.com](http://www.BerkshireLife.com).