

Publication: Press Release

Date: August, 2006

By: Tim Sullivan

O'Malley & Associates moves up fast in industry rankings

Downers Grove, IL– At a recent Berkshire Life Long-Term Care annual meeting, held in Chicago, O'Malley & Associates, Downers Grove, was recognized for ranking fifth in the country as a Long-Term Care agency. Additionally, O'Malley ranked third in this region for disability income production.* This ranking is significant because O'Malley & Associates formed their agency just a little over one year ago.

"It is my hope, with the talent that we possess, that we will propel to the #1 or #2 spot this year, and #1 next year and thereafter," said Irwin Cohen, a partner in the firm. At the same meeting, Irwin Cohen was recognized as the leading Long-Term Care producer in the country.

O'Malley & Associates is also pleased to announce a special discount program for Berkshire long-term care. This will allow a 10 percent discount for coverage purchased by all O'Malley & Associates' producers, admin staff, and their families, including parents, in-laws, grandparents, grandparent-in-laws, and siblings.

The Chicago meeting was an exceptional get-together of 50 top minds in the Berkshire/Guardian long-term care area. Berkshire Life Insurance Company Of America is a wholly-owned stock subsidiary of The Guardian Life Insurance

Company of America (Guardian). Berkshire Life specializes in products that are excellent for highly skilled professionals, executives and business owners. In 2001, Berkshire Life Insurance Company merged with The Guardian Life Insurance Company of America. The newly formed Berkshire Life Insurance Company of America is now responsible for all individual DI insurance products for the merged companies.

Founded in 1860, The Guardian Life Insurance Company of America, New York, NY (Guardian) is one of the largest mutual life insurance companies in the United States. As of December 31, 2005, Guardian and its subsidiaries had \$36.9 billion in assets (on a consolidated statutory basis). With more than 5,000 employees and 3,000 financial representatives, as well as over 85 agencies nationwide, Guardian and its subsidiaries protect individuals, businesses, and their employees with life, disability, health, long-term care, and dental insurance products, and offer 401(k), financial products and trust services. More information about Guardian can be obtained at www.GuardianLife.com.

O'Malley & Associates offers a unique umbrella of financial care services dedicated to their clients' success. Committed to maximizing their clients' financial potential, O'Malley & Associates finds the best solutions for protecting business assets and ensuring the future well-being of a business and its successors. To accomplish this, O'Malley & Associates has assembled "One Team" of industry specialists in business planning, employee benefits, financial education, estate analysis, investments, business insurance, executive coaching, professional development and marketing under one umbrella.

Headquartered in Downers Grove, the firm has additional offices in Crystal Lake, IL and several locations in Wisconsin.

**Rankings from Berkshire home office, Don Campfield, at August 7, 8, 9th meeting.*

Securities products and services are offered through Park Avenue Securities LLC (PAS), 1901 Butterfield Road, Ste. 500, Downers Grove, IL 60515, 1-877-4OMALLEY. PAS is an indirect, wholly owned subsidiary of The Guardian Life Insurance Company of America (Guardian) New York, NY. O'Malley & Associates is not an affiliate or subsidiary of PAS or Guardian. O'Malley & Associates is a division of O'M & Associates, LLC.

PAS is a member of NASD, SIPC.

For agent use only.