



**FOR IMMEDIATE RELEASE**

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**PathPoint Consulting to Provide Individual and Team Development Services to the Bankers Life Executive Team**

HOPKINTON, Massachusetts – (February 1, 2003) – PathPoint Consulting, an organizational development and human resources consulting firm, today announced that Bankers Life has retained PathPoint to provide individual and team development for its executive team.

In this effort, PathPoint will work closely with the company's executive team to facilitate senior team off-site meetings, provide individual and team coaching, and support broad based cultural initiatives.

"We are pleased to bring PathPoint's knowledge and experience in individual, team, and organizational development to our team," says Janet Snow-Godfrey, Senior Vice President, Human Resources at Bankers Life. "PathPoint's experience in working with senior executives, and their pragmatic, business-focused people solutions will benefit Bankers as we grow a great business."

"PathPoint is delighted to work with Bankers Life senior team," says Van M. Latham, Ph.D., PathPoint's Practice Leader. We look forward to working with the senior team as they improve their individual effectiveness and their ability to work as a high performance team."

**About Bankers Life**

Established in 1879, Bankers Life and Casualty Company is one of the largest and most respected insurance companies in the country focused exclusively on the needs of senior Americans. Bankers services the needs of seniors through a broad portfolio of quality, competitive insurance products including long term care, life, annuities and Medicare supplement; a national sales force of professionally trained career agents; and a dedicated group of long tenured, highly capable home office employees. To learn more about Bankers Life, visit their website at [www.bankerslife.com](http://www.bankerslife.com).

**About PathPoint Consulting Incorporated**

PathPoint Consulting is a human resources firm specializing in the custom design of leadership and organizational development products, interventions, and solutions. PathPoint works with clients to deliver high-affinity people solutions that positively impact business performance. Our strength is in linking business and human resources strategy and in the delivery of quality human resources programs. For additional information, including representative work, client portfolio, customer feedback, and biographical sketches, visit [www.pathpointconsulting.com](http://www.pathpointconsulting.com).

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