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For Immediate Release**INSURANCE FIRM, GILBERT-KRUPIN, REPORTS EIGHTH
CONSECUTIVE YEAR OF RECORD SALES**

(Beverly Hills, CA – June 2004) – With a total of \$24,000,000 for insurance sales in 2003 (for premiums collected), Gilbert-Krupin, one of the nation's most successful insurance distribution firms, announced a new record. Setting records is nothing new to this insurance organization, which has offices in Beverly Hills, CA and Richmond, VA, as it has outperformed itself for the past eight years. To culminate the 2003 success, Michael Krupin and Dennis Gilbert were recognized as co-leaders in sales for Nationwide Provident, a subsidiary of Nationwide Life Insurance Company. This marked the eighth straight year they shared this achievement.

Contributing significantly to the outstanding year, Gilbert-Krupin placed the largest case in its history with an annual premium of \$4,500,000 and a face amount of \$72,000,000. With an industry average premium at \$2,044 and the average face amount at \$120,200, this is considered to be a remarkable feat in the insurance world.

"The expertise, innovation, hard work and creative ideas certainly helped Gilbert/Krupin reach new highs in 2003," said Bryan M. Krupin, Managing Partner. "The fact that we only have nine producers contributing to these numbers demonstrates why Gilbert-Krupin is one of the most productive insurance organizations in Southern California."

In addition to its other core life insurance products, Gilbert-Krupin added Long-Term Care insurance in 2003. Although this product contributed very little in the overall revenue, it is projected to increase significantly as the popularity, education and necessity of long-term care increases. According to numerous studies, the odds that someone in their 50's needing long-term care sometime during their lifetime is now 50 percent. With these statistics in mind, Gilbert-Krupin is looking forward to an even more record-breaking year in 2004.

About Gilbert-Krupin

With over 70 years of combined experience and with access to more than 60 insurance companies, Gilbert-Krupin is committed to providing clients all over the United States with the best service and most comprehensive insurance planning. Many of the nation's largest law firms, accounting firms and business management firms rely on Gilbert-Krupin to meet their clients' insurance and financial needs. Clients range from executives and high net worth families to some of the world's most well-known athletes and entertainers.

For more information about Gilbert-Krupin visit www.gilbert-krupin.com

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