

# News Release

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## **New Willis CEO in Seattle Sets Aggressive Plans for Growth and Superior Client Service**

**New York, NY, July 19, 2004** – Willis Group Holdings (NYSE: WSH), the global insurance broker, continues to strengthening its presence and leadership in key geographic markets across North America. Today, the company announced that Regina Hall, an outstanding insurance industry professional with a proven track record of growing revenues, providing superior client service and developing key strategic talent, has been named Chief Executive Officer of Willis' Seattle office. Hall joins Willis from Marsh where she most recently served as a Managing Director of their Seattle office.

Ms. Hall's career achievements in sales, client service and operations have been recognized by the National Association of Insurance Women. Based on her experience in the market and how she has grown insurance operations – in terms of revenue, people and market share – Ms. Hall's plan for aggressive growth of the Seattle office include continued organic growth and building upon the Willis tradition of exceptional client service. This includes ensuring that the full strength of Willis' global resources are brought to bear for current clients and prospects. She will also actively recruit additional producer and client service talent to join Willis in conjunction with exploring acquisition opportunities in the Seattle area.

"Regina Hall is a proven winner; with great drive, tremendous focus on helping clients attain their business objectives and is a strong leader with a commitment to building successful teams," said Mario Vitale, CEO of Willis North America. "She is a financially-oriented insurance professional with a constant focus on client service. Her joining Willis is testament to our cutting a different path in the insurance brokerage business that attracts the best in the industry. Her joining us is also an illustration of our commitment to a diverse Willis where everyone can realize their dreams."

"The Willis Model, building all operations around the client, is the only one of its kind among the global insurance brokers," said Hall. "Add to that the renewed energy and enthusiasm Willis has fostered over the last several years, and I am excited about joining the company and the tremendous opportunities we have for growth in this vibrant region."

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Hall has spent her entire insurance career at Marsh and predecessor companies starting as an Associate in the New York office of Johnson & Higgins in 1989 and has worked her way across several geographic markets and through a variety of fields of insurance. During her tenure, she has gained experience working with all types of companies, including start-up, mid-size and large global operations.

Hall maintains an active role in several Seattle-area civic organizations; she is on the boards of The Greater Puget Sound March of Dimes and The Girl Scout's Totem Council. She was the Chairperson of the 2002 and 2003 Greater Puget Sound March of Dimes WalkAmerica Campaign. Hall is also a member of the Washington Women's Foundation, The Budget Advisory Task Force of the Greater Seattle Municipal League and is an alumni of the Seattle Leadership Tomorrow Program. Hall holds a BA in International Relations from UCLA.

Willis Group Holdings Limited is a leading global insurance broker, developing and delivering professional insurance, reinsurance, risk management, financial and human resource consulting and actuarial services to corporations, public entities and institutions around the world. With over 300 offices in some 80 countries, its global team of 14,500 Associates serves clients in some 180 countries. Additional information on Willis may be found on its web site [www.willis.com](http://www.willis.com).

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