

News Release

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The Healthcare Equation: Employees and the Bottom Line Willis Webcast / Conference Call on March 10

New York, NY, March 4, 2005 – On the average, companies spend in excess of \$6,000 per employee per annum for healthcare, with yearly double-digit cost increases. For budget items of such magnitude, why do employers so often feel that they have little control over how much is purchased? That they lack sufficient disclosure about the unit prices being paid or detailed information about where the money is going?

Employers have tried a variety of strategies to control costs, including higher levels of cost sharing, alternative insurance arrangements and managed care programs. Despite best efforts, most companies would say that such initiatives have been disappointing, to say the least.

As a component of our Client Advocate model and a reflection of our commitment to maintain open communications with our clients, **Rick Elliott**, CEO Willis Benefits Practice North America, and **John Fortin**, National Practice Leader, Healthcare Cost Management, will host a webcast/conference call on Thursday, March 10, 2005 at 11 AM Eastern Time to examine the impact of healthcare on the bottom line. The webcast will address employee perspectives, education and behavior, and “consumerism” – Consumer Driven Healthcare – the prime example of what *is* working in the marketplace and a path that many have already taken to dramatically improve healthcare cost management.

Interested parties may access the webcast and accompanying PowerPoint presentation via <http://www.willis.com/Extras/webcasts.aspx>. Those who may wish to ask questions during the Q&A session that follows may listen to the webcast by calling (800) 857-4779 (domestic) and +1 (773) 799-3433 (international) with a passcode of Willis. Media are invited to attend and participate. Participants are asked to log in or call in 10 minutes prior to the webcast in order to register for the event.

A replay of the webcast will be available through May 10, 2005 at 5:00 PM Eastern Time, by accessing the web site or by calling (866) 484-6424 (domestic) or +1 (203) 369-1600 (international) with no passcode.

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