



BROWN & JOSEPH

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FOR IMMEDIATE RELEASE:

Brown & Joseph, Ltd. Names Dennis Falletti as the New Executive Vice President Business Development of its Insurance Division

ROLLING MEADOWS, IL, August 13, 2013 — Brown & Joseph, Ltd., a commercial credit and collection agency, announced today that it has promoted Dennis Falletti to the Executive Vice President Business Development of the company's Insurance Division. Mr. Falletti has worked for Brown & Joseph, Ltd. for 10 years.

Dennis Falletti's experience spans over 30 years as a sales and marketing executive in the accounts receivable management industry. Mr. Falletti's resume includes roles as an independent consultant and a sales and operations management professional working with companies ranging from small businesses to Fortune 500's. He has in-depth knowledge of receivable portfolio purchasing, A/R management, software solutions, credit risk assessment, procedures, collections, and the BPO of receivables process and management.

In addition to his present duties, Mr. Falletti was elected to the Gerson Lehrman Group's National Advisory Council's Top 20 Advisory Group as an independent consultant and elevated to the status of Focus Subject Matter Expert at Focus.com. The Gerson Lehrman Group Council is a global network of professionals who deliver expertise and decision-making assistance to business, government and investment leaders from around the world.

Mr. Falletti was also the first ever selected A.M. Best Company's *BestConnect* "Member in the Spotlight." Brown & Joseph, Ltd. is proud to be named an "Expert Service Provider" by the A.M. Best Company for 2011 – 2013.

"It brings me great pleasure to announce the promotion of Dennis Falletti to Executive Vice President Business Development of the Insurance Division at Brown & Joseph, Ltd. Dennis has been with Brown & Joseph for 10 years and he has been a key person responsible for most of Brown & Joseph's commercial insurance growth. Without Dennis, and his understanding of the commercial insurance world, Brown & Joseph would be just 'another agency.' Dennis has not only brought new clients to Brown & Joseph, he has also been instrumental in helping our company set up the internal collection processes and training as well. He truly understands that

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each client is more than a client, they are our business partners. Congratulations Dennis!” said Chris Cappuccilli, CEO of Brown & Joseph, Ltd.

About Brown & Joseph, Ltd.:

Brown & Joseph, Ltd. is a leader in Accounts Receivable Management and has represented clients nationally and internationally since 1996. To learn more about Brown & Joseph, Ltd. visit www.browndanjoseph.com.

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