



NEWS RELEASE

For Immediate Release

Delta Dental of Illinois
111 Shuman Boulevard
Naperville, Illinois 60563

Contact:
Liz Brower
The Meyocks Group
515-238-4304
lizbrower@meyocks.com

Glogowski accepts new position with Delta Dental of Illinois

NAPERVILLE, Ill. (January 16, 2011) – Delta Dental of Illinois today announced that Karyn Glogowski, former vice president of corporate strategic development and innovation, has accepted the position of vice president of sales and account management.

Glogowski is now responsible for leading Delta Dental of Illinois' sales team for groups with less than 3,000 employees, as well as overseeing the account management team.

In her previous position with Delta Dental, Glogowski was responsible for national account sales and product development for the company's dental, vision, life and disability programs.

"Karyn has been a tremendous asset to our company," said Bernie Glossy, president and CEO of Delta Dental of Illinois. "Her leadership and sales vision – fostered from more than 20 years of sales and account management experience and relationship building in Illinois – makes her very well suited for her new role."

Prior to joining Delta Dental of Illinois last March, Glogowski was vice president of individual sales for Renaissance Health and Life Insurance Company, where she led sales efforts for the company's voluntary individual dental product portfolio. Glogowski held various sales and account management positions at Coventry Health Care/First Health. In her role as vice president of Medicare for Coventry, she was instrumental in positioning Coventry as one of the top market leaders, helping to successfully launch the Medicare Advantage product and grow its membership from infancy to 90,000 retirees in less than two years. Additionally, in her role as senior vice president of national accounts for Coventry/First Health, she developed long-term partnerships in the business and broker community and grew revenue for 12 consecutive years.

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About Delta Dental of Illinois

Delta Dental of Illinois (DDIL) is a not-for-profit dental service corporation that provides dental benefit programs to individuals and 4,800 employee groups throughout Illinois. DDIL covers more than 2 million enrollees nationwide. DDIL is based in Naperville, Illinois and has a mission of improving the oral health of the communities it serves.