



## News Release

October 29, 2008

**FOR IMMEDIATE RELEASE**

### CMN's Sales Team Grows!

October 28, 2008 – Toronto, ON – CMN is pleased to announce a new addition to the Sales Department, Steve Pankovitch. Mr. Pankovitch is a welcomed addition to the CMN team as a Senior Account Executive and comes with twelve years of experience in the travel health, international expatriate health insurance and US medical cost containment industries. He is a graduate from the University of Concordia in Montreal and a proud bilingual Anglo Quebecer. His career began in 1996 where he worked his way through the varied aspects of this industry and like many, Steve began in the administration and claims adjudication segments of the business. He then made the move to specialize in coordination of benefits and third party liability recoveries. After developing and refining recovery processes for insurers, he began to focus on developing insurance products and the underwriting side of the business to lead a team of product specialists in the creation and distribution of profitable international expatriate health insurance products.

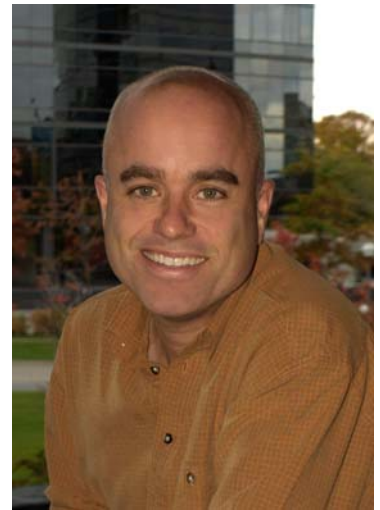


Photo: Sandy Stanesic-LaHaye

A uniquely diverse base of knowledge serves Steve well in the more technical aspects of the international insurance and cost containment business. His extensive travels and exposure to the world of brokers and consultants has led him to his true passion - sales and customer service. With just about 500 international flights over the past twelve years, Steve has a good understanding of the challenges that face international payers when presented with the complexities and costs of the US healthcare delivery system.

"Being trained in the field of history, I have always tried to get to the root of issues in order to achieve clarity. For me, excellence in customer service can be summarized in a simple truth: never forget it's the customer that pays all our salaries," says Steve.

## Managing with Care



Steve will be reporting to Peter Lozier, CMN's Executive Vice President of Sales, Marketing and Provider Relations, and be responsible for new business growth while helping maintain our existing client base. He will also be assigned special projects and help with the internal sales implementation process when needed. Although you will see him around the office quite a bit in the short term until he gets "up to speed", much of his work will be done from his home office in Quebec.

Please join us in welcoming Mr. Pankovitch to CMN.

### About CMN

CMN is an international health management company that assists governments and insurance companies to successfully manage an increasingly complex and expensive global health care system with ease and economy. We seamlessly integrate services among hospitals and physicians while actively advocating for and assisting patients.

Our medical case management, proprietary provider network and customized services are interwoven to provide the best possible medical care and patient service while reducing and managing risk and costs. Please visit [www.cmn-global.com](http://www.cmn-global.com) for more information about CMN.

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