

Re: Express implementation   
Rebecca [REDACTED] to: Brandon Rowell

01/28/2008 02:30 PM

Hey Brandon!

You are talking to the right person. I have found myself in the situation twice when I needed to move for personal reasons. Thankfully, it worked out that MetLife had an opening or something opened shortly after I needed it to. I would love to ask you to wait, but I don't want you to put your personal happiness aside for something that could take a week or could take a year. I just have no idea. Let's talk when you get back and we'll figure something out.

Reba

Rebecca [REDACTED]  
Employee Benefits  
Vice President - Great Lakes Region  
312 Elm Street, Suite 1475  
Cincinnati, OH 45202  
( [REDACTED] ) - Office Phone  
( [REDACTED] ) - Cell Phone

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Brandon Rowell/Ins/MetLife/US

Brandon  
Rowell/Ins/MetLife/US  
01/28/2008 10:31 AM

To Rebecca [REDACTED]  
cc  
Subject Re: Express implementation 

Rebecca,

I'm not sure what Jim has or has not told you about me.

I hope you don't take this as arrogance (its the last thing that I am). I have many qualities, but I'm the last person to tell you what they are. With one exception, I am a very loyal person.

9/11 had a lot to do with it, but when I graduated I COULDN'T find a job. I had one month before I had to either move in with my parents or brother.

Which sucks for somebody who graduated with Honors in Two different majors.

Chuck Hubbard, John Johnson, Tom [REDACTED], Stan [REDACTED], and most importantly Jim [REDACTED] gave me the chance to show what I can do. For that I am forever grateful.

Please don't mistake loyalty for stupidity, but the last thing that I want to do right now is change companies. If time is what you need, I can deal with that. This opportunity found me, not the other way around.

The only thing that I ask in the mean time (and I cleared this with Jim already) is the ability to take long weekends to visit my friends once a month or so. I ask this with the understanding that my work will not suffer in the process.

I hope that this can be a happy medium until something changes.

Have a great day, I'm about to enjoy my last few hours in Rio. Salud!

Brandon Rowell

Registered Representative

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This e-mail was sent wirelessly via my blackberry.

Rebecca Bohmer

----- Original Message -----

**From:** Rebecca [REDACTED]  
**Sent:** 01/28/2008 09:36 AM EST  
**To:** Brandon Rowell  
**Cc:** James [REDACTED]  
**Subject:** Re: Express implementation

On a serious note, Brandon - **it would be a travesty to lose you to our competition.** If you are able to hang on, something will open up. It just might take a few months (or longer). I completely understand either way, but **just hate to see you start over again with another company when your career is on such an upswing.**

We'll keep pluggin with our counterparts in Atlanta.

Rebecca [REDACTED]  
Employee Benefits  
Vice President - Great Lakes Region  
312 Elm Street, Suite 1475  
Cincinnati, OH 45202  
( [REDACTED] ) [REDACTED] 7 - Office Phone  
( [REDACTED] ) [REDACTED] - Cell Phone

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Brandon Rowell/Ins/MetLife/US

Brandon  
Rowell/Ins/MetLife/US  
01/25/2008 04:44 PM

To James [REDACTED], "Rebecca [REDACTED]"  
cc  
Subject Re: Express implementation 

Wow!!!

Taking shots are we?

That's alright, I'm not offended. In fact, I'm bout to take a shot myself.

Viva Brazil!

Brandon Rowell  
Registered Representative  
Metropolitan Life Insurance Company (MLIC), New York, NY 10166.  
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James M McGonagle  
----- Original Message -----

**From:** James [REDACTED]  
**Sent:** 01/25/2008 04:37 PM EST  
**To:** Rebecca [REDACTED]  
**Cc:** Brandon Rowell  
**Subject:** Re: Express implementation

I love it - give him a good shot.....

Actually, Just so you all know... I spoke to Robert Johnson (the RVP in Atlanta - not the long dead famous blues musician who speaks to me) and he suggested that you give him a call when you are in Atlanta. He is also looking for some help on continued work with Morehouse and I told him that you would be eager to help.

There is nothing open right now down there. However, things open up. We all think very highly of you and you have a great opportunity ahead of you at MetLife. I would suggest you reach out to Robert when you get back and open up a dialogue with him so that if and when an opportunity in Atlanta opens up, you will have a relationship with him to lean on. Until then, keep selling things in Cleveland. If you stick around long enough, global warming may make this one of the best spots on the planet - nice pristine lakefront with 72 degree weather year round... Not bad (in fact most Clevelanders spend a lot of time with aerosol cans pointed at the sky in an attempt to speed up this process)....

Jim [REDACTED]  
MetLife Employee Benefits  
Regional Director: Cleveland - Pittsburgh  
9200 South Hills Blvd. #130  
Broadview Hts, OH 44147  
( [REDACTED] ) [REDACTED]

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This note sent via laptop.

Rebecca [REDACTED]

Rebecca  
[REDACTED]  
01/25/2008 04:31 PM

To Brandon Rowell/Ins/MetLife/US@MetLife  
cc James [REDACTED]  
Subject Re: Express implementation

If it means you'll sell a s\*\*\*load of business, ABSOLUTELY!

I hear it's better than *Atlanta* anyway : )

Rebecca [REDACTED]  
Employee Benefits  
Vice President - Great Lakes Region  
312 Elm Street, Suite 1475  
Cincinnati, OH 45202  
( [REDACTED] ) [REDACTED] 7 - Office Phone  
( [REDACTED] ) [REDACTED] - Cell Phone

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Brandon Rowell/Ins/MetLife/US

Brandon  
Rowell/Ins/MetLife/US  
01/25/2008 04:10 PM

To James [REDACTED], Rebecca  
[REDACTED]  
cc  
Subject Re: Express implementation 

Does this mean I can relocate and work from Rio?

Brandon Rowell  
Registered Representative  
Metropolitan Life Insurance Company (MLIC), New York, NY 10166.  
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James [REDACTED]

----- Original Message -----

From: James [REDACTED]  
Sent: 01/25/2008 04:07 PM EST  
To: Rebecca [REDACTED]; [REDACTED] [REDACTED]  
Cc: Brandon [REDACTED] 1  
Subject: Fw: Express implementation

Wow - selling cases from Brazil.. Thanks John on behalf of Brandon!

Jim [REDACTED]  
MetLife Employee Benefits  
Regional Director: Cleveland - Pittsburgh  
9200 South Hills Blvd. #130  
Broadview Hts, OH 44147  
( [REDACTED] ) [REDACTED]

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This note sent via laptop.

----- Forwarded by James [REDACTED] on 01/25/2008 04:03 PM -----

Brandon  
Rowell/Ins/MetLife/US  
01/25/2008 03:58 PM

To "James [REDACTED]", "Tracey [REDACTED]"  
cc [REDACTED]  
Subject Fw: Express implementation

Tracey,

**I would officially like to say that I'm following in Jim's footsteps.**

**Selling cases on vacation!**

Have a great weekend and I'll catch up with you soon.

Brandon Rowell

Registered Representative

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This e-mail was sent wirelessly via my blackberry.

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----- Original Message -----

**From:** "[REDACTED]" [REDACTED]  
**Sent:** 01/25/2008 03:47 PM EST  
**To:** Brandon Rowell  
**Subject:** Express implementation

Hello!

First, I want to officially introduce myself. **I am the benefits manager responsible for all of Express' benefit plans.** I was previously with Limited Brands for 10 years and came to Express as part of the sale last July.

**I want to reach out to you regarding Dental, Life and Supplemental Disability services for Express, LLC.** We've been in close contact with [REDACTED] [REDACTED] throughout the past few months as they worked with you on financial terms as well as service levels. **We are very pleased with the outcome.**

At this point **we would like to begin the implementation process.** As such, we would like to meet in person with your account team as well as the implementation team. Please provide a few dates within the next few weeks that you would be able to come to Columbus, Ohio to meet with us. Let me know how much time you would like to schedule for the kick-off meeting and approximately how many team members will be joining you.

Prior to the meeting, we would like to receive your service agreement and service level agreement with the pricing and terms that were agreed upon with [REDACTED] [REDACTED]. We would also like to get an implementation plan, timeline and contact list.

I look forward to meeting you and your teams! Please feel free to contact me at your convenience with any questions.

Have a great weekend!

Thanks!

[REDACTED]

**EXPRESS**

Manager, Benefits

[REDACTED]

[REDACTED]