

Cook, Hall & Hyde, Inc.

Cook, Hall & Hyde, Inc. Names Mark Fitzgerald, CIC

Director of Sales and Senior Vice President

January 9, 2008

Long Island, NY

Cook, Hall & Hyde, Inc., a leading regional provider of commercial and personal insurance, employee benefits, and risk management services, recently announced that Assistant Vice President Mark Fitzgerald, who works in the Commercial Insurance Division, has been named to a newly created post, Director of Sales. In addition to his sales responsibilities, Mr. Fitzgerald will focus on recruiting, training, mentoring and managing new commercial sales people. Mr. Fitzgerald also has been named to Cook, Hall & Hyde's Executive Committee, earning him the additional title of Senior Vice President.

A 24-year insurance industry veteran, Mr. Fitzgerald has been an outstanding sales performer. He began working in the industry in 1984 as a Claims Representative for the City of New York. In 1986, he joined Crum & Forster Personal Insurance (Melville, NY) as a Claims Examiner and rapidly advanced to the position of Senior Claims Representative. In 1987, he joined Crum & Forster's sales force where he was promoted to Area Sales Manager. In June 1989, Mr. Fitzgerald joined the Edward F. Cook Agency (East Hampton, NY) as a Personal Lines Sales Associate, and in 1991 transferred to the agency's Commercial Sales Department. In October 2000, a merger among leading area agencies occurred resulting in the formation of Cook, Hall & Hyde, Inc., where Mr. Fitzgerald was promoted to Assistant Vice President.

Over the course of his career, Mr. Fitzgerald has been consistently recognized for his sales achievements. In 2006, he received Cook, Hall & Hyde's President's Award in honor of his personal sales performance and his role in mentoring and training other sales executives.

Mr. Fitzgerald holds the professional designation of Certified Insurance Counselor (CIC), as well as property & casualty and life & health insurance licenses. He received his Bachelor of Science from Oswego State University (Oswego, NY).

An active member of the local community, he currently serves on the Board of Directors and the Executive Committee, and chairs the annual golf event for Southampton Youth Services, Inc. (Southampton, NY), an organization dedicated to youth recreation. He is a former board member and coach for the Southampton Little League.

Mr. Fitzgerald resides with his wife, Susan and their two sons, Daniel and Conor, in Southampton, NY.

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