

**From:** Regence BlueShield of ID Sales and Marketing  
**Subject:** Agent Insight - Idaho Sales Contact Updates



January 18, 2011

Thank you for your ongoing partnership with Regence BlueShield of Idaho. Over the last several months we have streamlined our staffing and organization to ensure that we are best meeting the needs of our members and business partners. This may include some adjustments in your service areas.

**Changes effective January 1<sup>st</sup>, 2011 are -**

- Mark Woodworth will expand his new group sales responsibilities for groups up to 300 employees in the Coeur d'Alene and Lewiston areas.
- Sheryl Orton will assume group retention responsibilities for both Coeur d'Alene and Lewiston.
- Paul Lowry has been our Individual and Medicare sales executive in the Lewiston area and his responsibilities will now expand to include the Coeur d' Alene area as well.
- Ken Azbill will expand his support and experience to the individual side of business and will serve as our Individual and Medicare sales executive in the Boise area.
- Vance Neilsen's focus will now be solely dedicated to new group sales for groups up to 300 employees in the Pocatello and Idaho Falls areas.
- Todd Bateman has moved from our Coeur d'Alene office and will now serve as our Individual and Medicare sales executive in the Idaho Falls / Pocatello and Twin Falls areas.
- Andy Lyda's focus will now be solely dedicated to new group sales for groups up to 300 employees in the Twin Falls area.
- The Idaho Group Sales Unit now provides assistance on small group renewals and any other questions concerning them.

**Information to reach specific contacts in each area are listed below for your reference.**

## Idaho Group Sales Unit

**Group Sales Unit:** 1 (800) 632-2022, ext. 7809

**Rite fax:** 1 (877) 369 3411

**Email:** [dl\\_idgrpsalesunit@regence.com](mailto:dl_idgrpsalesunit@regence.com)

### Lewiston (Corporate Headquarters)

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Sheryl Orton, Group Account Executive  
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Paul Lowry, Individual and Medicare Sales Executive  
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## Coeur d' Alene

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Paul Lowry, Individual and Medicare Sales Executive  
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## Boise

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Tina Kodanko, Group Sales Executive  
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Ruth Gibbons, Group Account Executive  
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Chris Cawthra, Group Account Executive  
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Kari Hunt, Associate Group Account Executive  
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Ken Azbill, Individual and Medicare Sales Executive  
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## Twin Falls

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Twin Falls, ID 83301  
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Barb Turner, Group Account Executive  
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Todd Bateman, Individual and Medicare Sales Executive  
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## Pocatello

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