

**EVER WONDER WHY YOU HAVE TO FIGHT  
SO HARD WITH YOUR INSURANCE COMPANY TO  
GET THE CARE YOU NEED? . . . . .**

**IT'S BECAUSE YOU'RE PAYING FOR THE  
INSURANCE COMPANY EXECUTIVE SALARIES**

<b>NAME / TITLE</b>	<b>COMPANY</b>	<b>ANNUAL COMPENSATION</b>
Ronald A. Williams, Chair/ CEO	Aetna Inc.	<b>\$23,045,834</b> (2007)
H. Edward Hanway, Chair/ CEO	Cigna Corp	<b>\$30.16 million</b>
David B. Snow, Jr, Chair/ CEO	Medco Health	<b>\$21.76 million</b>
Michael B. McCallister, CEO	Humana Inc	<b>\$20.06 million</b>
Stephen J. Hemsley, CEO	UnitedHealth Group	<b>\$13,164,529</b> (2007)
Angela F. Braly, President/ CEO	Wellpoint	<b>\$9,094,771</b>
Dale B. Wolf, CEO	Coventry Health Care	<b>\$20.86 million</b>
Jay M. Gellert, President/ CEO	Health Net	<b>\$16.65 million</b>
William C. Van Faasen, Chairman	Blue Cross Blue Shield of Massachusetts	<b>\$3 million plus \$16.4 million in retirement benefits</b>
Charlie Baker, President/ CEO	Harvard Pilgrim Health Care	<b>\$1.5 million</b> (2006)
James Roosevelt, Jr., CEO	Tufts Associated Health Plans	<b>\$1.3 million</b> (2006)
Cleve Killingsworth, Pres / CEO	Blue Cross Blue Shield of Massachusetts	<b>\$3.6 million</b> (2007)
Raymond McCaskey, CEO	Health Care Service Corp (Blue Cross Blue Shield)	<b>\$10.3 million</b> (in 2007; up 78% from 2006)
Daniel P. McCartney, CEO	Healthcare Services Group, Inc	<b>\$ 1,061,513</b> (2007)
Daniel Loepp, CEO	Blue Cross Blue Shield of Michigan	<b>\$1,657,555</b> (2006)
Todd S. Farha, CEO	WellCare Health Plans	<b>\$5,270,825</b> (2006)
Michael F. Neidorff, CEO	Centene Corp	<b>\$8,750,751</b> (2007)

Information provided from:

1. Special Report: CEO Compensation, *Forbes.com*, April 30, 2008: [http://www.forbes.com/2008/04/30/ceo-pay-compensation-lead-bestbosses08-cx-sd\\_0430ceo\\_land.html](http://www.forbes.com/2008/04/30/ceo-pay-compensation-lead-bestbosses08-cx-sd_0430ceo_land.html)
2. Executive PayWatch Database, *AFL-CIO* <http://www.aflcio.org/corporatewatch/paywatch/ceou/database.cfm#H>
3. *The Chicago Business Journal*, April 5, 2008: <http://www.chicagobusiness.com/cgi-bin/news.pl?id=28855&seenIt=1>
4. Equilar, a Redwood Shores, California-based executive compensation research firm.
5. *The Boston Globe*, November 16, 2007 and February 12, 2009.