

THE PEOPLE

BEHIND YOU



We're thankful for you, our policyholders, and the people who stand behind you — our producers and partners.

The security of every family we support is a shared responsibility — a team effort. We are grateful for the efforts of all our dedicated producers and partners, including Charles J. Sellers & Co., Inc., Farmington Company, and Winston Financial Services. With all of their contributions, we were able to continue to provide the same dedicated service you've come to expect from us.

Since our founding, our belief in treating every individual or organization with the same respect you'd show your own family has been the engine of our growth. It's led to powerful bonds of trust and loyalty through generations; qualities we treasure in all relationships.

WORKING TOGETHER

In 2016, we continued our investment in resources to build a stronger foundation for growth and success. We adapted to changing market and customer needs with increased distribution, streamlined customer service operations, and further promoted our branding initiatives to increase our market presence.

We welcomed a new Vice President — Chief Underwriter & Product Officer to help drive these efforts, brought on to lead our newly consolidated underwriting and product development teams, which were integrated in 2016 to be more collaborative and efficient.

.....
"It was a year to appreciate the contributions of those who have been a part of Life Insurance Company of Boston & New York for over a quarter of a century."
.....

Our Workplace Solutions division continued to evolve with the market. More opportunities were created with the sales team's enhancements and our single platform approach to selling and servicing the workplace product line.

Technology continued to be a priority in 2016, supported by our ongoing strategy of partnering with Onyx Data Solutions to modernize our technology capabilities and stay ahead of rapidly changing market needs. As a result, we are positioned for accelerated sales and service levels to further enhance the customer experience.

.....
"Now we turn our attention to 2017 and beyond. With the trust, the commitment, and the expertise of the people behind us, we're confident we will continue growing, adapting, innovating, and prospering for our policyholders, producers, and partners."
.....

COLLECTIVE SUCCESS

As a result of working together, sales were up significantly in 2016 and we are on track for a very strong 2017. In addition, 2016 was another good year of solid earnings in spite of lingering losses from a discontinued product, and our balance sheet remains strong with good asset and surplus growth. Our sound risk management and investment strategies continue to support our success.

THE PEOPLE BEHIND US. THE OPPORTUNITIES AHEAD.

As we reflect on 2016, it was a year to appreciate the contributions of those who have been part of Life Insurance Company of Boston & New York for over a quarter of a century.

Now we turn our attention to 2017 and beyond as we look to those who are creating the future of the company. With the trust, the commitment, and the expertise of the people behind us, we're confident we will continue growing, adapting, innovating, and prospering for our policyholders and partners.

To our partners, I am deeply grateful for all your hard work and inspired by your dedication and teamwork. And to our policyholders, I am excited by the prospects ahead.

Sincerely,

Paul A. Quaranto, Jr., MBA, LLIF
Chairman and President