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## ***Integrated Care Management Hires 12 Case Managers and 2 Regional Sales Managers***

### ***Key Staff Hired In Last 2 Quarters to Expand ICM into New Markets, and Add Depth to Established Areas***

ATLANTA— December 13, 2010— Integrated Care Management (ICM), a leading disability management firm, announces the addition of twelve new case managers to their teams in Texas, Tennessee, Florida, Louisiana, New York, North Carolina, South Carolina, Kentucky and Maryland. The firm also hired regional sales managers in Maryland and North Carolina.

The new hires reflect the company's aggressive growth in existing and new markets. Currently, ICM offers case management services in 39 states. ICM will continue to add staff in 2011 to meet the growing needs of their clients as evidenced by their 13 consecutive quarters of revenue growth.

ICM EVP Kevin Hill says that the company has made it a priority in 2011 to hire experienced case managers and regional sales managers to ensure the needs of clients continue to be met at the highest levels.

"2010 has been a year of significant growth for ICM. Despite the challenging economy we have been able to bring additional talent to the company. However, we've been very strategic in our hiring process, selecting only those case managers and sales professionals who buy into our business practices of dedicating the appropriate level of care that each case requires versus focusing on billable hours."

ICM's case management strategy is designed to return the injured worker to the job as safely and quickly as possible while keeping them connected to the workplace throughout the recovery process.

Added Hill, "ICM case managers are truly our greatest assets. While we are aggressively hiring, we are extremely selective, choosing only those professionals we believe have the qualities and experience to deliver the extremely high level of service our clients have come to expect from us. We have created an environment designed for case managers who embrace independence and a level of autonomy, along with the support and responsiveness of a lean and agile organization."

### **About *Integrated Care Management***

Integrated Care Management (ICM) is a leading disability management firm that services the needs of TPAs, Insurance Companies and Self-Insured firms. ICM offers case management strategies and services ( field, on-site, catastrophic and vocational) which can be employed individually or in combination based on the recommendation of our case managers, and in consultation with clients.

Integrated Disability Management Services enable employers to integrate Workers' Compensation, Short-Term Disability and Long-Term Disability into a single actionable and manageable program. For more information, please visit [www.integratedcare.com](http://www.integratedcare.com).

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