

FOR IMMEDIATE RELEASE  
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**First Mercantile Adds  
Jennifer Papay to National Sales Team**

(Memphis, TN.) – Jennifer Papay has joined First Mercantile’s National Sales Team as Regional Sales Director, effective April 6, 2009. Papay is based in First Mercantile’s Northeast office. Jen, a graduate of Villanova University, as well as a two-sport Division I athlete, brings high enthusiasm and a broad knowledge of retirement plan experience to us.

She will be responsible for developing new business through banks, consultants, employee benefit brokers, independent broker-dealers, life brokers, registered investment advisors, TPAs, and wirehouses in New Jersey, New York, and Eastern Pennsylvania.

In her previous position, she led Fidelity’s defined contribution business development efforts in the small to mid-market segments, in the States of Delaware, New Jersey and Pennsylvania. In 2008, she ranked in the top-20 of Fidelity’s national sales force.

“She is a great addition to our team, and will clearly strengthen our growing momentum” says Stan Label, vice president of national sales for First Mercantile, to whom Papay reports. “The retirement plan professionals Jennifer will support can look forward to a high level of expertise, delivered with great passion and energy” adds Label.

“We intend to continue to provide high quality support to the growing number of retirement plan professionals who work with us. Jen is the second addition to our sales team this year and more additions are expected to be announced shortly,” says Label.

Papay can be reached at [jpapay@firstmerc.com](mailto:jpapay@firstmerc.com). For more information about First Mercantile, please call (800) 753-3682.

Photo available upon request from [psaddler@firstmerc.com](mailto:psaddler@firstmerc.com)

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### **About First Mercantile**

First Mercantile, a member of MassMutual Financial Group, is one of the premier collective investment trust (CIT) record keepers in the United States. It offers investment solutions exclusively for qualified retirement plans. Employing a due diligence process, First Mercantile searches the investment universe to select non-proprietary options suited for its investment platforms. CITs are sub-advised by institutional money managers, or invest in mutual funds or exchange traded funds (ETFs). Also included on the investment platform are Dimensional Advisor Funds, Lifestyle and Target Date options. First Mercantile acts in a fiduciary capacity with respect to the management of the assets of the collective investment trust. The Advisor Review Committee oversees the entire due diligence process, which includes qualitative and quantitative analysis.

Its investment products are distributed through solid relationships with quality investment professionals and third party administrators. First Mercantile offers full fee disclosure and transparency with a flexible and competitive cost structure. It has a national network of seasoned, knowledgeable professionals to provide excellent client service, customer care and support.

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