



**Chris Hogan**

*Game-changing strategies for employee benefit programs.*

**President -- Employee Benefits Consulting Firm**  
Outstanding record of experience and service in employee benefits.

**Named "Industry Innovator" by The Institute of HealthCare Consumerism**

Solution-oriented insurance professional with **25 years of experience** working with employers on **employee benefit plans**. Develops **long-term strategies** to save money for employers and employees, **simplifies implementation** and **increases wellness** program participation.

Throughout his career, he has been instrumental in product development, financial analysis, marketing management and sales training.

- Services Include:**
- \* Analysis of company's current benefit program
  - \* Development of long-term strategy
  - \* Development of wellness and communications strategy to assure implementation and savings
  - \* Alternative funding analysis

**Professional Experience**

BENEFIT COMMERCE GROUP, Scottsdale, AZ *Employee benefits consulting firm* January 2011–Present

**Inc. 5000 in 2015 & 2016. Named a Healthiest Employer by Phoenix Business Journal 2014-2016.**

**President.** Firm has specialized in employee benefits for 25 years. Provides employers sustainable strategies to lower health care costs without reducing employee benefits; integrates meaningful employee health and wellness programs to enhance productivity.

- ♦ Firm's exclusive **Trend Neutralizer™** guarantees employer savings on benefit plans.
- ♦ Achieved average **first-year savings for clients of over \$1,700 per employee. Saved over \$55 million in 5 years for subset of 33 clients.**
- ♦ **Over 100 client awards in 3 years: Wellness Council of Arizona, Healthiest Employers, IHCC national awards.**
- ♦ Conducts annual **Arizona Employee Benefits Benchmarking Survey.**
- ♦ Provides clients with **Healthcare Reform-Readiness Assessments** and **ACA Client Guides.**

CIGNA HEALTHCARE (NYSE: CI) 2008–2010  
*(CIGNA acquired Great-West Healthcare in 2008)*

**Vice President of Sales**

Handled sales operations for Select Segment in Arizona and Nevada.

- ♦ Directed activities for the growth and retention of healthcare business, targeting employer groups up to 5,000 lives.
- ♦ Responsibilities included product development, client service, training and management of sales personnel.
- ♦ Speaker at national and regional industry events.

GREAT-WEST HEALTHCARE 1989–2008  
**Regional Sales Manager**

Over the course of 19 years, progressively promoted to higher levels of responsibility and management.

- ♦ Regional Sales Manager, based in Phoenix. Region included New Mexico and Las Vegas areas. 1997-2008
  - Top performing office on national ranking for 4 years.
- ♦ Producing Manager, based in Phoenix area. 1995-1997
- ♦ Account Executive, based in Washington, D.C., covering the mid-Atlantic market. 1989-1995

Speaker at national and regional industry events.

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