



Johnny Angelone

Leveraging experience & insurance carrier relationships for innovative employee benefit programs and technology since 1987.

Principal -- Employee Benefits Consulting Firm

Named "Most Innovative Broker" by The Institute for HealthCare Consumerism

Full-service agency for nearly 25 years. **Creating innovative strategies** to build benefit plans has resulted in **long-term relationships with clients, most for 10-20 years.** Relationships are based on using utilization data and claims analysis to develop **effective, cost-efficient plans and long term solutions for employers.**

For large aggregated groups, able to properly package, rate, underwrite, administer and manage plans by leveraging long-standing insurance company relationships built on trust and results. Early adopter of technology and how to integrate **technology** into organization to eliminate redundancy, increase efficiency and, most importantly, improve the employee experience while **streamlining operations for employers/HR departments.**

Areas of Expertise Include:

- * Securing exclusive product designs from carriers
- * Plan design for Professional Employer Organizations (PEOs)
- * Consumer Driven Health Plans (CDHPs)
- * HR technology & process flow
- * Large multi-state employers
- * Data integration

Professional Experience

BENEFIT COMMERCE GROUP, Scottsdale, AZ *Employee benefits consulting firm* 2009–Present

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

Principal. 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.**

ANGELONE & ASSOCIATES, Phoenix/Scottsdale, AZ 1987--Present

Full service employee benefits agency: medical, dental, life, long- and short-term disability, voluntary products, 401(k)

Founder and Principal. Progressed from traditional employee benefits agency into one that specializes in strategies that meet the real needs of business owners and their employees long term. Developed strong relationships with insurance carriers. Strong organic growth accelerated through referrals from clients and carriers.

- ♦ **PEO specialist** and trend-setter with one of the largest PEO clients (15,000+ employees).
- ♦ **Incorporated Consumer Driven Health Plans** to provide sustainable, cost-saving strategies for clients.

NEW YORK LIFE INSURANCE COMPANY, Scottsdale, AZ 1987-1994

Sold life insurance, financial products and strategies to business owners and individuals.

LICENSES & AFFILIATIONS:
--NASD 6 & 63, Life and Health

--Founding member of ProSential Group
--Served on advisory board for CIGNA, UnitedHealthcare and Great West



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[12-8-2016]