



Mark Turk

An insurance entrepreneur and small business owner who understands first-hand employer needs and the insurance industry.

Senior Benefit Consultant – Employee Benefits Consulting Firm

Specializing in solutions for small businesses to help them meet budget needs and maintain competitive position to retain and attract talented employees.

Areas of Expertise Include:

- * Securing exclusive product designs from carriers
- * Insurance administrative processes
- * CMS-certified for Medicare Solutions
- * Plan design for small group health plans
- * Specialty markets and limited benefit plans
- * Certified Federal Facilitator for ACA Marketplace

Professional Experience

BENEFIT COMMERCE GROUP, Scottsdale, AZ *Employee benefits consulting firm* 2012–Present

Top 25% of 2015 Inc. 5000. Named a Healthiest Employer by Phoenix Business Journal 2014-2016.

Senior Benefit Consultant. 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.**
- ♦ **71 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.**

INNOVATIVE BENEFIT CONCEPTS, Scottsdale, AZ 1995-2003; 2009--Present
Insurance brokerage firm focused on both individual and small group health and life products

Founder. Specialized in the design and distribution of proprietary small group health plans in Arizona.

INSURERS ADMINISTRATIVE CORPORATION (IAC), Phoenix, AZ 1993-1995; 2003-2009

Director of Marketing; Director of National Accounts; Regional Sales Director for the Mountain States.

Coordinated marketing for association plans, limited benefit plans and specialty markets, including national distribution channels.

NATIONAL HOSPITAL AND HEALTHCARE SERVICES, INC. (NHC), Chicago, IL 1979-1993

Co-Founder. Insurance agency developed and operated one of the largest multiple employer health plans in Chicago area. Firm provided administrative services including enrollment/eligibility, billing, claims customer service.

Concurrently: Founder and Executive Director of IBC, a not-for-profit employer based health care coalition that developed one of Chicago’s first PPO networks.



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