



**Peter Kuhn**

*Health insurance expert committed to thinking out of the box to evaluate employer and employee benefit needs.*

**Executive & Marketing Officer -- Employee Benefits Consulting Firm**

Successful entrepreneur, executive and visionary in the employee benefits industry. Dynamic public speaker, educator and strategist regularly interfacing with C level executives on contemporary business challenges and developing applicable solutions. Strong working knowledge of ERISA, HIPAA, IRS Code, SOX, Financial Accounting and Reporting Practices. Develops **long-term strategies** to save money for employers and employees, **simplifies implementation** and **increases wellness** program participation.

- 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

**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.**

**Vice President—Marketing & Strategy.** 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.**

IBP INSURANCE SERVICES, San Jose, CA 1987 – Present

**Principal and Founder**

- ♦ Responsible for designing, developing and implementing state of the art employee benefit programs for mid and large size employers - medical, dental, life, disability, flex, qualified plans, employee health & wellness and EAP programs
- ♦ Drive strategy, process and business development opportunities for the organization
- ♦ Assisted with HIPAA compliance for over 100 employers
- ♦ Client engagements include: ATT Wireless, Discovery Channel Stores, Epiphany, General Magic, Mercury Interactive, Monterey Bay Aquarium, Sobrato Development, U.S. Venture Partners

CIGNA 1986 – 1987

**Account Executive**

- ♦ Responsible for the sales and servicing of financial services, employee benefits, qualified retirement programs, tax and estate planning for small and mid-size employers and their key executives

PRICE WATERHOUSE & COMPANY 1983 – 1986

**Certified Public Accountant**

- ♦ Member of the audit team responsible for ongoing audit, review and compliance of financial statements
- ♦ Primary focus on private sector employers including examinations for but not limited to Initial Public Offering, merger and acquisitions and ongoing financial reporting
- ♦ Client engagements included: Applied Materials, Almaden Vineyards, Hewlett Packard, IBM, LAM Research, Paul Masson, ROLM [4-27-2016]



**Benefit Commerce Group: 408-363-6004 Cell: 408-221-3762**

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