



Will Morey

Cutting edge health plan management strategies to maximize benefits and minimize cost.

Senior Employee Benefit Consultant

Outstanding record of experience and client service in employee benefits.

Highly respected, results driven benefits consultant with over **25 years of insurance industry expertise and partnership building abilities.** Combines strategic planning, identification of employer needs, outside the box solutions, strong client relationships and disciplined execution. **Specializes in creating long-term sustainable health plan solutions** with innovative plan management strategies for employers.

Employer clients are based in Arizona, California, Ohio, Iowa and Pennsylvania.

Services Include:

- * Analysis of company’s current benefit program
- * Development of long-term strategy
- * Consumer-driven health plans, HRAs HSAs
- * Cost analysis, contribution strategies, self-funding
- * Ancillary products, including disability, dental and voluntary insurance plans

Professional Experience

BENEFIT COMMERCE GROUP, Scottsdale, AZ *Employee benefits consulting firm* 2007–Present
Inc. 5000 in 2015 & 2016. 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.**
- ♦ **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.**

ASSURANT EMPLOYEE BENEFITS (FORTIS), Phoenix, AZ; Washington, DC; Dallas, TX 1988–2006

Sales Manager / Senior Sales Executive

- ♦ Utilized top performer skills to provide innovative solutions for clients and exceptional account management services.
- ♦ Consistently exceeded sales goals and performed in the top 20%.
- ♦ Multiple sales awards including Ring of Honor for top 10 in total sales.

LICENSES & AFFILIATIONS:

- Life and Health licenses in Arizona, California, Ohio and Pennsylvania
- Arizona Technology Council
- National Association of Health Underwriters
- Brophy Dad’s Club
- Greater Phoenix Association of Health Underwriters



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