



## **Benefit Commerce Group Names Chris Hogan President**

### **Firm Emphasizes Innovative Strategies to Reduce Employer/Employee Health Costs, Enhance Wellness**



***Chris Hogan***

Scottsdale, AZ, January 24, 2011 – Benefit Commerce Group, an employee benefits consulting firm, has named Chris Hogan as its President.

Benefit Commerce emphasizes innovative long-term strategies for employer groups, to focus on lower costs, employee needs and wellness programs to reduce total health care costs and enhance productivity.

“Chris has an outstanding record of experience and service in employee benefits, and he is well-known in the Arizona market area,” said Johnny Angelone, Principal of Benefit Commerce Group.

“2010 was an excellent year of growth for our firm, as more companies have seized the concept of taking control of employee health care costs,” Scott M. Wood, Principal of Benefit Commerce Group, said. “The appointment of Chris as our President and the expansion of our sales team will complete our corporate structuring as we begin the year 2011. We expect to increase our sales team further in the near future.”

Angelone said, “I have known Chris for 20 years, and I know the quality of his work. He establishes great relationships and he is in tune with our firm’s commitment to developing innovative solutions and long-term strategies for our clients.”

Chris Hogan was formerly Vice President of Sales at CIGNA Healthcare for Arizona, Nevada and the San Diego market. He handled sales operations and directed activities associated with growth and retention of the health care business, targeting employer groups up to 5,000 lives.

Hogan began his career with Great-West Healthcare in 1989 as a sales executive in the Washington, D.C., sales office and then served as Regional Sales Director for the company, which was acquired by CIGNA. At Great-West, he received numerous awards for top sales performance. Hogan transferred to Phoenix in 1995 as a Producing Manager and was promoted to Regional Sales Manager.

Hogan also played a prominent role in product development and sales training at both CIGNA and Great-West.

A longtime Phoenix resident, Hogan is involved in charitable community programs, including Special Olympics and Welcome to America, a program that helps refugees get settled in the Valley.

“Benefit Commerce Group is changing the conversation that employers have on managing their employee benefits programs,” Hogan said as he joined the company. “I look forward to participating in the game-changing strategies of this firm.”

### **ABOUT Benefit Commerce Group**

Benefit Commerce Group (BCg) is an employee benefits consulting firm that is changing the health care cost paradigm, one company at a time. We provide employers with sustainable strategies to lower health care costs first-year and long-term. BCg is a “game-changer” for companies striving to control one of their highest expense items: employee benefits costs. We are not your typical benefits firm, and we are not offering typical cost-shifting techniques. Our strategies yield real savings for both employer and employee and also integrate meaningful employee health and wellness programs to further enhance productivity. Our technology enhancements also set us apart, as we offer methods to streamline HR functions from enrollment through ongoing employee communication and administration.