



BENEFIT COMMERCE *group*

NEWS RELEASE

Crystal Dorsey Joins Benefit Commerce Group as Actuarial VP

***Addition Enhances Firm's Ability to Provide Clients with
Results-Oriented Financial Strategies for Employee Benefits***



Scottsdale, AZ, June 20, 2012 – Benefit Commerce Group, a Scottsdale-based innovative employee benefits firm, has added an experienced actuarial resource to its staff to provide clients with enhanced financial analysis, modeling and forecasting in developing strategies to lower healthcare costs.

Crystal Dorsey has joined Benefit Commerce Group as Vice President, Actuarial. She brings to the company 20 years of experience in actuarial consulting.

“With this appointment, we are further differentiating Benefit Commerce Group as an employee benefits agency that speaks the language of CEOs and CFOs,” said Scott M. Wood, Principal of Benefit Commerce. “We now combine our strong strategic consulting skills with in-house actuarially-based financial analyses that will provide valuable results for our clients.

“I have worked with Crystal on various financial and actuarial projects for many years, and we are delighted to have her join us at Benefit Commerce,” Wood added.

Dorsey has extensive experience performing and reviewing financial analyses, projections, reserve settings, accrual forecasts, experience studies, claim costs by type and trend studies, renewal rating analyses and model development, product development and rating, PPO network analyses, and competitive analyses. She has been the liaison between the actuarial staff and senior management team, IT, rate implementation, product implementation, and sales and marketing.

Prior to joining Benefit Commerce Group, she was Vice President of Operations for a national actuarial firm and subsequently was in charge of rates and program management at a large publicly owned insurance company. Dorsey has a B.A. in Mathematics, emphasis in Statistics, from San Jose State University.

ABOUT Benefit Commerce Group

Benefit Commerce Group, the creator of its exclusive **Trend Neutralizer™**, is an innovative and award-winning employee benefits 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 and enhance productivity. Benefit Commerce 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 consumer-focused employee health and wellness programs. Our technology enhancements also set us apart, as we offer methods to streamline HR functions from enrollment through ongoing employee communication and administration.

Benefit Commerce executives won both “Most Innovative Broker” and “Industry Innovator” national awards from The Institute for HealthCare Consumerism in December 2011. For more information on Benefit Commerce Group, visit our website www.benefitcommerce.com.

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