



NEWS RELEASE

Shawna Reed Joins Benefit Commerce Group's Benefit Consulting Team

Assumes New Position as Vice President, Strategy and Employer Advocacy



Scottsdale, AZ, June 2, 2017 – Benefit Commerce Group, a Scottsdale-based innovative employee benefits consulting firm, is pleased to announce the addition of Shawna Reed to its Benefit Consulting Sales Team.

Shawna joined the team in a newly created position as Vice President, Strategy and Employer Advocacy.

Her role is to support the firm's entire Benefit Consulting Team with activities that help the team meet its business development goals. She will work with the team to develop and maintain high-level relationships with employers and to advocate for them with carriers and vendors. In addition, she will participate in the strategy and project management of all functions within the team; lead the RFP, proposal and presentation build for prospective clients; organize and coordinate trade show exhibit opportunities and our annual Arizona Employee Benefits Benchmarking Survey; and facilitate activities between our Benefit Consulting Team and Client Services Team as new clients are on-boarded.

"We are very pleased to have Shawna bring her experience, knowledge and exemplary reputation to BCG," said Scott Wood, Principal and CEO of Benefit Commerce Group. "We are impressed by her expertise, enthusiasm and energy. We are equally proud that Benefit Commerce Group continues to grow, expand its service and support for our clients, and that we can attract top industry talent, like Shawna, to our firm and our mission for employee benefits."

“The mission for employee benefits that Scott talks about is a prime reason that I joined Benefit Commerce Group,” Shawna commented. “This firm has a culture and dynamic leadership that truly sets it apart in the marketplace. The BCG culture of innovation and its unique approach to benefits is making a real difference for employers as they focus on attracting and retaining quality employees. I’m thrilled to be here and become part of this mission to change the paradigm, one employer at a time.”

Shawna has more than 17 years of experience in Human Resources support/compliance, employee benefit program design and client sales and service. Most recently, she was Vice President/Senior Account Executive at Aon Hewitt in Phoenix. Prior to that, she was Assistant Vice President/Senior Account Executive at Lockton Companies in Scottsdale.

She is a licensed life and health insurance agent in Arizona, Colorado and Utah and is currently working towards Certified Employee Benefit Specialist (CEBS) designation.

ABOUT Benefit Commerce Group

Benefit Commerce Group is an innovative and award-winning 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 plan costs first-year and long-term. 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. Through our proven programs, Benefit Commerce Group has helped our clients receive recognition from the Phoenix Business Journal’s “Healthiest Employers” program, the Wellness Council of Arizona and The Institute for HealthCare Consumerism, a national organization. Clients have received over 100 awards in the past three years. The company conducts an annual Arizona Employee Benefits Benchmarking survey for mid-size employers across the state. The success of our strategies is illustrated by our Inc. 5000 listing for two years in a row among the fastest-growing private companies in America. Principals of the firm include Scott Wood, Johnny Angelone and Chris Hogan. For more information on Benefit Commerce Group, call us at 480-515-5010 or visit our website <https://benefitcommerce.com/>.

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