

# AzBusiness LEADERS

2016

VISION | INFLUENCE | POWER



**SCOTT WOOD**  
Principal and CEO  
Benefit Commerce Group  
[benefitcommerce.com](http://benefitcommerce.com)

Wood is an employee benefits expert with more than 30 years of experience. Prior to co-founding Benefit Commerce Group in 2009, Wood was COO of Independence Holding Co. and CEO of Insurers Administrative Corp. Benefit Commerce Group became an Inc.

5000 company in 2015. Wood's industry honors include "Health Promotion Advocate of the Year" and "Most Innovative Broker." He is committed to changing the healthcare cost paradigm, one employer at a time.

**Business advice:** "Build trust among your colleagues and clients by having a vision and goals, by doing what you say you will and always following through. Without trust, you cannot be successful long term."

**Surprising fact:** "For the last 10 years, people are surprised that my full-time mode of transportation is a heavy-duty pickup truck."