

DON FECHTER**Managing Partner & Principal****Benefit Commerce Group an Alera Group Company**

Don has been in the health insurance industry since 1990 and has been providing employee benefit consulting services for employers since 1997. Don, along with Benefit Commerce Group an Alera Group Company, has established themselves to be one of the leading independent brokerage companies in Arizona with over 500 company clients and part of Alera nationally with over 130 offices across the country.

MIKE HOFFMAN**President****Arizona Benefit Plans**

Mike currently serves as President and CEO of Arizona Benefit Plans, a top general insurance agency in Arizona. Mike manages with a team of dedicated staff that provides ongoing service and sales support for over 900 employer groups covering more than 140,000 employee lives under some form of risk protection. Mike has served in numerous advisory tasks with PPO networks, insurance company advisory boards, and client presentation panels. He has been a visible member of the re-insurance community in the southwestern United States for 30 years.

Jennifer Farrell**Senior Account Executive****Black Gould & Associates**

Jennifer Farrell
Sr. Account Executive
Black, Gould & Associates Inc.

Jennifer Farrell has over 22 years of group employee benefits experience beginning with United Healthcare, CIGNA, and now for the last 15 years with Black, Gould and Associates (BGA). BGA is the largest, independent general insurance, employee benefits agencies in the southwest.

Operating in Arizona since 1980 serving brokers and agencies. , representing nearly 2,500 insurance producers, over 7,700 group clients, approximately 20,000 individual policyholders, managing over \$575 million in annual premium for the carriers they represent.

Jennifer also serves as the Legislative Director for the Arizona Association of Health Underwriters and as the Region 7 National Legislative Council Liaison, She is a member of NAHU for decades, served locally and regionally, including President of both the local and state chapters in Arizona. Also a local member of the Greater Phoenix Association of Health Underwriters.