

People

on the Move

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AmeriHealth New Jersey recently announced that **Erin Lieber** has been promoted to director of marketing and product innovation. Lieber will be responsible for overseeing the marketing and product management teams. She also oversees all internal and external marketing communications, including social media initiatives, the company website and all company-wide events. Previously, Lieber was senior product manager.

"Erin is a valuable asset to our organization," said Mike Munoz, vice president of sales and marketing for AmeriHealth New Jersey. "Her knowledge and understanding of this industry has taken our marketing initiatives to a new level."

Prior to joining AmeriHealth New Jersey in 2010, Lieber was market strategy manager at WellPoint, where she led strategic initiatives among national accounts as well as local Blues plans.

Lieber is a Wharton fellow of the University of Pennsylvania and holds a B.S. in marketing and international business from Villanova University. She is pursuing an MBA in health care through George Washington University.



John Rippering, president of Resource Brokerage LLC in Schaumburg, IL, was recently honored with the Edward H. O'Connor Memorial Distinguished Service Award at the annual meeting of the Chicago & Northeastern Illinois AHU. This award is given to "one person each year who has rendered special

service to the institution of health insurance over many years, which, reviewed in retrospect, is outstanding as well as above and beyond the call of duty, or to a person who contributes outstanding service to the Field of Humanities in our City of Chicago or the Chicago Metropolitan Area" (direct quote from the program booklet).

Rippering has worked in the insurance industry for over 40 years and currently owns six other companies in addition to Resource Brokerage. In addition to his contributions in the insurance industry; Rippering is well known for his philanthropic endeavors for Children's Home + Aid, Ronald McDonald House Charities, MIA Hunters, Angel Flight, Boy Scouts of America and the USO.



Rob Berger, director of technology and broker development for Broker Benefits Solutions in Mechanicsburg, PA, was named 2011 Insurance Professional of the Year as well as 2011 Rookie of the Year by Insurance Professionals of Greater Harrisburg.

This marks the first time on record that one professional was honored with both awards that honor recipients for their participation at the local, state, regional and national levels as well as educational activities, legislative, industry and community involvement.

The awards specifically recognized Berger's contribution to IPOGH activities, as well as the completion of numerous professional courses. In addition, the award recognized Berger's accomplishment in competing in the "Confidence While Communicating (CWC) Speak-offs where he won both the Regional and State Awards.

At Broker Benefit Solutions, Berger is responsible for expanding the partner network and continued development of the broker experience through the use of BBS proprietary analytical tools, proposal systems and technology.



Direct Benefits (St. Paul, MN) is pleased to announce the addition of **Shelly Kramer** as "benefits shaman," life, dental and vision sales coordinator and group renewal specialist. Kramer has been in the dental insurance industry for over 10 years. At Capital Benefits Groups she served as an internal operations manager, working with customer service, inside sales and marketing, new business enrollment and plan design development as well as helping agents with their renewals.

Kramer has been an active member of NAHU since 2004 and has taught Ancillary Benefits Classes at Kaplan Financial Education. In her spare time, she enjoys volunteering with the Angel Foundation and Toastmasters. Her hobbies include building Faerie houses, cooking, gardening, kick boxing, yoga and making the world a better place by laughing as much as possible.



Tom Chesmore has been named brokerage manager at First American Insurance Underwriters, the Needham, MA-based life insurance brokerage firm. Before joining First American, Chesmore was sales manager for MassMutual in Nashua, NH. Tom resides in Mendon, MA.

First American has also chosen **Burt A. Faberman** as a brokerage manager. Faberman works with life agents throughout Massachusetts and Rhode Island, having served the area as a regional director for a life insurance company. A graduate of Boston's Suffolk University and Suffolk Law School, Faberman lives in Westborough, Mass.



The CHP Group (Beaverton, OR) has announced that **Sarah Iams** has been named controller by CEO Michell Hay. "Sarah is exactly the person we need to fill the position of controller at CHP. Her energy and attention to detail will serve CHP well in this time of transition and growth. She has a commitment to excellence that, coupled with her enthusiasm, makes an ideal addition to our team" said Hay.

Iams is a certified public accountant and a certified fraud examiner. She is involved in a number of professional organizations including the American Institute of Certified Public Accountants, the Association of Certified Fraud Examiners and the Healthcare Financial Management Association.

Iams makes her home in the Portland area. In her personal time, she enjoys golf and tennis and spending time with her husband and her two children.

The CHP Group has also named **Rita M. Bettenburg**, ND, its assistant medical director. Dr. Bettenburg, a nationally and internationally respected expert on naturopathic medicine, comes to CHP with extensive experience in both the clinical practice and teaching of naturopathic medicine.



AIA Benefits Resource Group (Mechanicsburg, PA) recently announced the addition of three professionals to the organization.

Mark Randolph has joined the company as client services manager, responsible for the implementation of systems to meet client payroll and human resource needs. Prior to joining AIA Benefits Resource Group, Randolph worked as an implementation analyst and sales consultant for Paytime Payroll. Randolph holds a Bachelor's Degree in Business and Behavioral Sciences from Penn State University at Behrend.



William Heird has been hired as a benefits analyst, responsible for the information management functions of the company's Health Care and Benefit Analytics including data accuracy and approach consistency for the suite of analytical report development and client presentations. Prior to joining AIA, Heird worked for Advanced Vein and Laser Center in accounting and insurance verification. He holds a Bachelor's Degree in Finance from Longwood University.



Angela Stewart has joined the company as associate director of ancillary risk products, responsible for the direction and management of all sales and business development operations related to ancillary risk products, including market competitiveness, pricing, reporting and client support. Stewart brings extensive insurance and financial services industry experience to the company. She holds an Associate's Degree in Business Administration from Harrisburg Area Community College and her industry designations include Fellow, Life Management Association and Chartered Life Underwriter.



Dominion Dental Services (Alexandria, VA) is pleased to announce that it has named **Charles Brody** as its new vice president of business development. Brody will be responsible for leading Dominion's current and new strategic alliance partnerships and will play a vital role in the company's product development and health care reform legislation efforts.

Brody has over 25 years of industry experience and has managed the launch of ancillary product lines for major health carriers including Premera Blue Cross (Seattle, WA) and Blue Cross Blue Shield of Florida.



Women in Insurance and Financial Services recently announced its 2011-12 Slate of Officers during the WIFS 2011 National Conference and 75th Anniversary Celebration held in Portland, OR. The 2011-12 WIFS Board of Directors includes NY Metro AHU member **Susan Combs** as director, 2nd year. Combs is president of Combs and Company in New York City.



Standard Insurance Company is pleased to announce that **Steve Brady**, the second vice president of individual disability insurance sales and marketing, is the sixth recipient of the W. Harold Petersen Lifetime Achievement Award, the most prestigious award in the disability industry. Craig Gussin, CLU, president of the International DI Society, along with W. Harold Petersen, presented the award to Brady during a ceremony held in October at the International DI Society's Annual Conference Awards Luncheon in Chicago.

Brady was nominated for the award based on several criteria, including demonstrating leadership in his professional life and making a distinctive contribution to the disability insurance industry. He has dedicated his career to inspiring and empowering insurance representatives, providing education and sales training, and offering quality disability insurance.

"This award reflects Steve's commitment to positively enhancing the disability insurance industry and the services it provides to consumers," said Dawn McMaster, assistant vice president of individual disability insurance at The Standard. "He is passionate about education, sales training and developing the most consumer-friendly products the industry has to offer. He has truly made a positive impact on the industry and the customers who entrust it with their financial security."

Brady has more than 30 years of experience in the disability industry and spent much of that time developing innovative and consumer-friendly products

"Steve has spent the better part of his career devoted to the disability industry, keeping customers happy and helping his sales teams succeed," said Craig Gussin. "His ambition, innovation and dedication to customer service make him a key player in the industry and community."

The W. Harold Petersen Lifetime Achievement Award was created by the founders of the International DI Society as a tribute to Mr. W. Harold Petersen, RHU, an influential leader in the disability insurance industry. **HU**