

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. **HIU**