

Employee Benefits Mastermind

Tuesday August 8th at the Hilton Garden Inn in Perrysburg OH

Frank M. Stichter MHP, Principal - Strategic Healthplan Consulting LLC



Frank serves the employee-benefit needs of employers nationally, consulting on identification, design, and implementation of innovative and compelling savings opportunities for self-funded employers, rather than traditional cost shifting. He has nearly 40 years' experience working with public and private sector employers and their partially self-funded health plans.

Frank earned the Managed Healthcare Professional (MHP) designation through the Health Insurance Association of America. He is a member of the National Association of Health Underwriters, and serves on the Board of the Colorado Healthcare Association for Human Resource Management (CHAHRM). He has spoken numerous times on the subjects of Self Funding and Healthcare Risk Management programs at national conferences throughout the country, and has written a variety of articles and position papers on these topics as well.

Frank is also a Best Selling Author of "You Don't Know What You Don't Know – Secrets Revealed From A Health Insurance Industry Insider."

Previously, Frank had his own Agency for 14 years, and worked for 2 large regional insurance Agencies as a broker and consultant in Ohio and Colorado. Frank also was a Partner and Co-Founder of a Wellness, Lifestyle and Disease Management company, HyHealth LLC.

Scott Eastland, President, Aran Insurance Underwriters; Partner, Aran Insurance Services



Scott Eastland was appointed the President of Aran Insurance Underwriters at the 8me of the company’s crea8on in May of 2005. Scott is one of three partners in Aran Insurance Services which owns Aran Insurance Underwriters, Health Management Partnership, and MiniCo. In his role as President of Aran Insurance Underwriters, Scott is responsible for providing the firm’s strategic direction and ensuring profitability on both an operational as well as an underwriting basis.

Scott has 24 years of experience in the employee-benefits industry, the last 22 of which have been in the underwriting field. His broad underwri8ng background includes underwriting HMO coverage on both a both a staff model well as fee-for-service basis, underwriting medical stop loss coverage, developing pricing and operational underwriting manuals, and over 15 years of managing underwriting departments.

Scott received his M.B.A. from Arizona State University in 1999 where he was a member of the Beta Gamma Sigma Honor Society and also holds a B.A. in Finance from the University of North Dakota. He is a Fellow with the Life Management Institute; and is an Associate with the Health Insurance Association of America.

Wayne J. Seybold, ELAP Services



Wayne Seybold became the National Director of Government business at Elap in February 2016. Before joining Elap Wayne was elected to be the Mayor for the City of Marion, Indiana. He took office January 1st, 2004 and was the first Mayor to be elected to three consecutive terms in the City’s history. As Mayor, he was the acting CEO for the City with 300 employees and a 24,000,000.00 budget. During his administration, Mayor Seybold worked diligently to re-capture the quality of life in declaring “Make it Marion” by enhancing community pride by providing an esthetically clean environment, a strong economic

foundation, and a marketable future for the Community. Under his leadership, the Community saw over two billion dollars in new Economic growth. He made several economic development trips around North America, Europe, and Asia looking for Economic opportunities. He was also invited to speak on Global Economic Development, at Beijing University and the People's Great Hall.

Wayne Seybold served as President for Indiana Association of Cities and Towns, Metropolitan Mayors, and the Indiana Mayors Association. He has served on many National, State, and Local Boards and Committees over the years. Those include but are not limited to the United States Figure Skating Association, IACT, OATH, Department of Workforce Development and Economic Growth Council. For the National League of Cities, he sat on the Community and Economic Development Steering Committee, First-Tier Suburbs and the Information Technology Committee. He has been the recipient of the prestigious Sagamore of the Wabash twice in his life time. He has been featured in Governing Magazine, Inside Indiana Business and the book by Nelson Price titled Hooiser Legends. Wayne was also quoted in the book by Joseph A. Michelli titled The Starbucks Experience. He was named in the Howey Report as one of the Top 10 most influential Mayors over the last 20 years as well as one of Howey Reports top 50 most influential people in the State of Indiana.

In 1988 Wayne and his sister Kim competed in the Winter Olympic Games held in Calgary, Canada. After a very successful professional career touring the World with various Ice Shows, Wayne turned his attention to the business side and began building Family Entertainment. He Produced shows for Companies such as Warner Bros, MGM, Ice Capades, Nutcracker On Ice, and Santa Anita Latin Music Festival.

Kyle Kapusta, Sales Manager, National CooperativeRx



Kyle Kapusta is a Sales Manager with National CooperativeRx, and has been with the organization since early 2014.

As Sales Manager, his responsibilities include educating plan sponsors and helping them provide the right pharmacy benefits — while simultaneously saving money and promoting good health.

Kyle is dedicated to growing the Cooperative's Midwest relationships with brokers, consultants and TPAs and exploring new prospects for his team out west. Since joining National CooperativeRx, the Cooperative has experienced over 500% opportunity growth within the western United States.

Prior to National CooperativeRx, Kyle held leadership positions in the health and life insurance world. His previous work emphasized developing new market opportunities, allowing for an easy transition to his current role with National CooperativeRx. Kyle holds a bachelor's degree from Aurora University.