

Chuck Kiskaden—Medical Insurance specialist on helping employers to “Get in Control” of escalating employee benefits costs



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Health Benefits Advisors

- **Corporate Employee Benefits** (Medical, Dental, Vision, etc.)
- **Profit Sharing, Defined Benefit and Retirement Plans**
- **401(k) 403(b) and 457**
- **Executive Deferred Compensation products**
- **Key Employee insurance products**
- **Supplemental Executive Retirement Plans (SERPs)**

Unique Skills!

I have the expertise required to be able to work with your clients to identify the missing elements of their employee benefits plans that are failing to create maximum employee productivity and resulting cost savings to the employer's bottom line. In almost all cases, correcting the cost drivers for health care premiums improves a company bottom line while simultaneously implementing programs that also improve the health and productivity of the employees.

Regardless of their size, employers in all market segments are in dire need of experienced help to manage their risks associated with Employee Benefits. I have many clients that rely on my valuable expertise and I have established an unblemished reputation for responding to their needs and providing the service that my accounts expect.

My client's success is my primary concern!

Improving the Employer's and Employee's Medical Footprint™ requires an aggressive review of the actions and policies the employer is taking to encourage and facilitate employees and their dependents to access medical care at the most appropriate time and care resource.

In many cases, one of an employer's most critical “employee related” issues is recruiting and retaining valuable employees. I am proud of my ability to understand the competitive issues of my customer's industry and marketplace and help them package and deliver their benefits offerings.

Background !

I have an extensive background with executive roles in HealthCare marketing, sales and operations. I have worked for an Employer Purchasing Coalition, Insurance Carriers, National and Regional HMOs, National Mental Health PPO, National Workers Compensation network and Third Party Administrator. I have spoken before numerous professional organizations, national and state conferences on the status of the Health Care Industry and I am a certified continuing education instructor for the California Department of Insurance.

I am a graduate of Indiana University with a BS in Business, Marketing and Sales and also attended the Stanford Executive Program and the Harvard Program on Negotiations.