

MedChi House of Delegates
Agency Report
Sunday – April 30, 2017

The MedChi Insurance Agency is pleased to announce that we have invested in our future growth and revenue enhancement with the hiring of Shelly Brouse, Executive VP of Operations in March 2017 who has over 25 years insurance industry experience in sales management and operational involvement within various capacities in the Property & Casualty sector and most recently worked with CNA Insurance Company as Assistant VP of Business Development team leader.

In addition, we hired Denise Dausen in January 2017 who will be our Employee Benefits Sales Consultant to develop new, large group health business. Denise brings a wealth of benefit sales experience having handled large national accounts with CareFirst in her 12 year tenure there plus developed her own book of business over the past 8 years. We have great confidence that Denise will significantly improve the new business growth of our Employee Benefit's revenue going forward.

Although the MedChi Insurance Agency remains financially solid and continues to provide MedChi financial support, we cannot ignore the rapidly changing environment of healthcare within organized medicine and therefore need to seek alternative ways to expand our marketing base and revenue. We are seeking other healthcare related markets in which our current insurance carriers have a desire to grow and offer quality competitive products thus identifying new targeted groups we plan to develop (Dentists, Chiropractors, Optometrists, Day Spas, Physical & Speech Therapy, Weight Loss Clinics and standalone Surgery Centers) to name a few.

One of the primary ways in which we can assure continued growth and financial support to MedChi and the Components is through your HELP by referring us colleagues who will benefit from a “Consultative Review” along with an “Annual Checkup” of their insurance vitals that may help to improve the health status of important insurance coverages and competitive rates. This valuable resource is without cost or obligation and may prove to be one of the most important membership resources you get for the dues paid.

We are 100% dedicated to helping you achieve protection for your insurance risks as well as being your advocate and the only insurance broker in Maryland that has directly financially supported MedChi physicians with over 40 years of proven service.