



**Shawn Hughes, Vice President**

**The Vice President** at BSI Corporate Benefits, Shawn acts as the lead Producer on his accounts and assumes the following responsibilities:

- Insurance carrier negotiation
- Aggressive market analysis
- Analysis of costs, plan design changes and employee contributions
- Full plan administration
- Integrated hands-on service and training for employers and employees
- Full regulatory compliance, including detailed knowledge of Health Care Reform, COBRA, ERISA and HIPAA

Prior to joining BSI Corporate Benefits, Shawn worked on the carrier side for over 20 years, first as Director of Large Group Sales at Capital BlueCross for 3 years and later at CIGNA in Nashville, TN, for 10 years, where he was the Sales Manager for 100+ accounts and was the Director of Underwriting prior to his sales role. Working for national insurance carriers provided Shawn the unique opportunity to work side-by-side with hundreds of insurance agencies across the country, and he knew that he eventually wanted to join an agency to represent clients directly.

A Lehigh Valley native, Shawn is extremely dedicated to his community and is a member of numerous committees and boards, including LifePath, KidsPeace and Community Services for Children. He has also been a contributing health insurance advisor for *The Morning Call*, PBS, and *Lehigh Valley Business Journal*.

Shawn holds his Life, Accident, and Health Licenses and is licensed with over 50 carriers nationwide.

Shawn is a graduate of Millersville University with a degree in Economics and Mathematics. He lives in Northampton with his wife and twin girls.