



KELLY SHEPTOCK

SENIOR ACCOUNT EXECUTIVE

Kelly Sheptock serves as senior account executive at BSI Corporate Benefits. Kelly focuses on driving key growth initiatives by prospecting and consulting the mid-market and large-group space in the Lehigh Valley and Northeastern PA markets. Kelly is responsible for the ongoing support and management of employer groups' benefits programs and overall performance. She leads client on-boarding, implementation and execution of all benefits programs. Kelly serves as the direct point of contact for her employer groups. She meets with her employer groups regularly to review quarterly claims reports, utilization reports, employee engagement effectiveness, strategic wellness initiative opportunities and overall success of employer groups' benefits programs.

As Senior Account Executive, Kelly serves as the liaison for all insurance carriers, vendors and third-party administrators that provide coverage and services to her employer groups. With the support of BSI's agency principals, Kelly assists in carrier negotiations and analyses of plan design optimization opportunities to further control costs. Kelly leads the development, execution and evaluation of all strategic wellness programs as well as the planning and execution of all open enrollment and employee education meetings at all necessary client locations.

Kelly leads the BSI team in the development and execution of strategic partnerships and initiatives to further advance BSI's geographical footprint and overall market share. In October 2017, Kelly served as a featured speaker at the SHRM Lehigh Valley Conference. Kelly and Senior Vice President Shawn Hughes presented on "Employee Benefits in the Age of Millennials."

Kelly holds her life, accident, and health licenses and is licensed with over 50 carriers nationwide.

Kelly is a graduate of Syracuse University with a Bachelor of Science degree in Public Relations. Kelly graduated as the 2017 valedictorian from Syracuse University with a 4.0 cumulative grade point average.

Kelly is located in BSI's Bethlehem office and currently resides in Bethlehem, PA.