



SCOTT MICKELSON

ACCOUNT DIRECTOR

Scott Mickelson serves as account director at BSI Corporate Benefits. Scott focuses on driving key growth initiatives by prospecting and consulting the small to mid-market employer groups. Scott is responsible for the ongoing support and management of employer groups' benefits programs and overall performance. He leads client on-boarding, implementation and execution of all benefits programs. Scott serves as the direct point of contact for his employer groups. He meets with his 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.

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

Prior to joining BSI Corporate Benefits, Scott served as a benefits consultant during the past 20 years and has been in the insurance and consulting industry for the past 33 years. During Scott's career, he has earned recognition for client advocacy, receiving the President's Service award during his tenure with a major insurance carrier. Achieving client satisfaction has been a consistent motivation throughout Scott's career.

Scott's primary role is to provide program strategy and design, utilization analysis, financial monitoring, and implementation assistance. His extensive experience in group insurance, credibility underwriting, and ancillary lines of coverage has provided Scott with the insight and knowledge to fully understand financial and benefit analysis.

Scott is a graduate of Pennsylvania State University with a degree in business management and holds his life, accident, and health licenses and is licensed with over 50 carriers nationwide.

Scott is based in BSI's Bethlehem office and currently resides in Whitehall, PA.