



# SHAWN HUGHES

## SENIOR VICE PRESIDENT

Shawn Hughes serves as senior vice president at BSI Corporate Benefits. Shawn is responsible for carrier negotiations, pharmacy and plan design optimization, and the implementation of cost controlling strategies of behalf of clients.

Prior to joining BSI Corporate Benefits, Shawn worked on the insurance carrier side for over 20 years – most recently as the Director of Large Group Sales at Capital BlueCross. Shawn also worked at CIGNA in Nashville, TN where he served as a sales manager for 100+ accounts. Before assuming his sales position, Shawn served as the director of underwriting. While working for national insurance carriers, Shawn was provided the unique opportunity to work side-by-side with hundreds of insurance agencies across the country. During that time, Shawn realized his passion was to represent clients directly rather than insurance carriers.

Shawn has 25 years of healthcare industry experience and significant expertise in the following areas: insurance carrier negotiation; union negotiations; aggressive market analysis; pharmacy provider cost efficiency and Rx cost avoidance programs; evaluation of prospective and retrospective costs to analyze plan changes and employee contributions; full plan administration; COBRA administration and full regulatory compliance including detailed knowledge of ACA, Health Care Reform, ERISA and HIPAA.

In Shawn's 25 years of experience he has managed the following large accounts: State of Tennessee, County of Northampton, City of Bethlehem, City of Allentown, KidsPeace, LifePath, Inc., Nashville Government, Nashville Public Schools, West Shore School District, and Hazleton Area School District to name a few.

A Lehigh Valley native, Shawn is extremely dedicated to his community and is involved on a number of committees and boards, including: LifePath, Inc., KidsPeace, Phoebe Ministries and Miller-Keystone Blood Center. He is a graduate of Millersville University with a degree in economics and mathematics.

Shawn holds his life, accident, and health licenses and is licensed with over 50 carriers nationwide. Shawn is based in BSI's Bethlehem office and currently resides in Bath, PA.