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## **Scott Benefit Services Expands Senior Living Practice**

Scott Benefit Services, a division of Scott Insurance, has announced an expansion of its Senior Living Practice into additional markets. The Senior Living Practice, led by Pim Jager, Vice President and Branch Leader of the agency's Richmond, Va. office, has previously focused its efforts primarily in Virginia. This expanded focus will include markets in North Carolina, South Carolina and Tennessee where Scott Benefit Services already has a significant presence.

"Our senior living team has a proven track record of serving clients throughout Virginia," said Hutch Mauck, President of Scott Insurance. "Our expansion of this specialized practice demonstrates our ongoing commitment to help solve the unique challenges facing this niche industry,"

Nick Kammeyer, Vice President and Benefits Consultant in Charlotte, N.C., and Jack Wooten, Benefits Consultant in Greensboro, N.C., will lead the specialty practice's efforts in North Carolina while Matt Wilson, Benefits Consultant in Greenville, S.C., will serve new senior living clients in South Carolina. Brandon Webb, a Benefits Consultant located in Nashville, Tenn., will represent the team in Tennessee. In addition to a specialized focus on the senior living industry, the team's expertise includes highly-specific healthcare industry knowledge, pharmacy innovations, and alternative risk financing, including self-funding and health insurance captives.

"We are excited to begin serving a broader community of senior living organizations," said Jager. "We have the experience and insight needed to guide these specialized employers to develop strategic approaches to their employee benefits programs and achieve superior financial results," said Jager.

Based on claims data, senior living industry employees have some of the highest rates of health benefit program utilization and overall some of the highest human capital costs as compared to other private sector industries. Additionally, one of the biggest challenges facing employers in the industry is employee recruitment and retention. Understanding these unique risks, the Scott Senior Living Practice has implemented strategic industry partnerships, targeted clinical interventions and employee engagement practices to improve plan performance and reduce the inherent risk of the industry's employee population. Additionally, utilizing custom industry benchmarking, the Scott team has helped senior living employers competitively position their employee benefits package in the market to recruit and retain the best talent.

[Learn more about Scott's Senior Living Practice](#)