

Greg Stancil

Vice President, Director of Legislative Affairs, Senior Account Executive

As a Senior Account Executive and Director of Legislative Affairs at Scott Benefit Services, Greg Stancil provides the following services:

- Health and welfare strategic planning including financial analysis, benefit design and competitive marketing strategies
- Accountability for execution of strategic client initiatives
- Assistance with renewal evaluation and vendor negotiation process
- Assistance with quarterly financial reports and presentations
- Assistance with elevated human resource and benefit issues
- Analysis of claims utilization data and guidance surrounding effective wellness strategies
- Regular client communications related to healthcare reform and legislative requirements
- Leading lobbying efforts on behalf of clients at state and federal levels
- Assistance with complex questions and issues regarding market and legislative changes, i.e., COBRA, ERISA, FMLA, HIPAA



ABOUT GREG

Greg Stancil serves as a Senior Account Executive at Scott Benefit Services with over 20 years of experience in the healthcare industry working with PPO networks, carriers and as a consultant. Also, as Director of Legislative Affairs, he oversees Scott's client healthcare reform plan, actuarial validation and affordability custom modeling, legislative affairs workshops across the country, and frequently authors blog posts related to healthcare reform on the Scott Performance Thinking blog. Greg attended Luther Rice University and has his Registered Health Underwriter (RHU), Chartered Healthcare Consultant (ChHC), Registered Employee Benefits Consultant (REBC) and Certificate of Studies in Healthcare Reform designations from the American College. Greg serves on the Legislative Council, Employer Working Group, Taskforce to Lower Prescription Drug Costs (chair) and a variety of other local and national committees with the National Association of Health Underwriters.

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