

Please join your NHIMA colleagues-- along with our Past Presidents -- for our opening dinner meeting and seminar

Wednesday, September 15, 2010

From 5 pm to 8 pm

Manchester Country Club

## **Health Insurance Update**

**Speakers: K. Brian McLaughlin**  
**President & CEO**  
**Granite Group Benefits, LLC**

**James Scammon**  
**Executive Vice President**  
**Granite Group Benefits, LLC**

As the Obama administration continues to wait for its bounce from health care reform, small businesses are facing a decrease in insurance company bids, reduced access to low deductible policies and a significant increase in health insurance costs. In all corners, the debate over the pros and cons of our new health care plan continues full steam ahead and stakeholders have as many questions as answers. The September 15<sup>th</sup> opening session is designed to give our members and interested New Hampshire businesses **an informed update and some answers** on the changing health insurance industry as a result of this legislation and this economy.

K. Brian McLaughlin founded Granite Group Benefits in 1992. He has been involved in the insurance industry for over 20 years. A licensed property, casualty and employee benefits broker in New Hampshire and many other states, Brian serves on the Producer Advisory Board for Anthem Blue Cross & Blue Shield, Harvard Pilgrim Healthcare, CIGNA and MVP. He also is a member of the National Association of Health Underwriters and United Benefits Advisors.

Brian has served as President of the Goffstown Rotary Club, and Chairman of the Greater Manchester Red Cross. Brian served on the Board of Directors for the New Hampshire Better Business Bureau and Southern New Hampshire University's Alumni Board of Directors and currently serves on the Board of Child Health Services. He received his BS degree in Economics and Finance from Southern New Hampshire University.



Jim has spent his 24-year career in employee benefits. In 2002 he joined Granite Group Benefits from CIGNA HealthCare of NH where he was Sales Manager for all lines of group coverage for six years. At CIGNA he was instrumental in the retention and solicitation of larger, complex employers, with a focus on financial negotiations.

Prior to CIGNA, Jim spent four years as a benefits consultant for Towers Perrin in New York City, working with large employers such as AT&T, NYNEX, and MacMillan/McGraw-Hill. His focus was implementation and ongoing management of managed care medical plans for his clients. He began his career as an Account Executive for The Travelers in New York.

Jim currently serves on the boards of the United Way of Merrimack County, Pastoral Counseling Services in Manchester, and the Hopkinton Soccer Club. Jim has a Bachelor's degree in economics from Dartmouth College and earned his MBA in marketing at the Stern School of New York University.