

International Association of Black Actuaries Conference

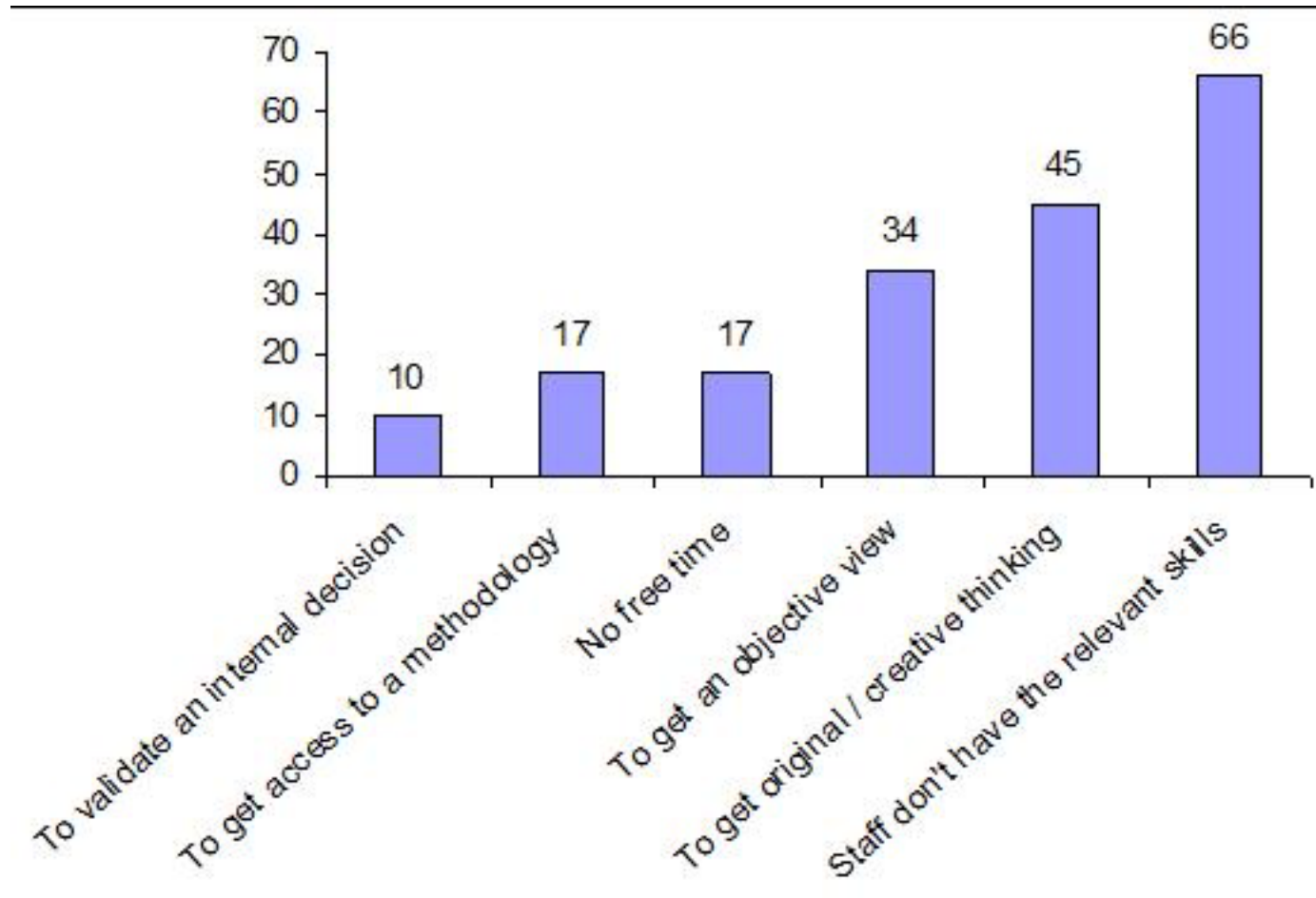
Session: Consulting Skills

What consulting entails - from working with clients, carriers, providers, and members

July 29, 2017

Presented by *John E. Gingell*
Chief Practice Officer

Why Do People Hire Consultants?



When you talk, you are
only repeating what
you already know. But
if you listen, you may
learn something new.

Dalai Lama



Conclusion

- My career.....
- Career selection - Insurance or Consulting or?
- What is Consulting
- Consulting Versus Selling
- Areas of Benefits Consulting Focus