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# Benefits industry newsmakers: Wagner Law Group, Paylocity, Connor Insurance, OneDigital, BrokerTech Ventures

News from One80 Intermediaries, NASE, PDR4, EverythingBenefits, Align Solutions, NFP, The Center for Financial Planning, Brightway Insurance, ArmadaHealth.

By [C.J. Marwitz \(/author/profile/C.J.-Marwitz/\)](#) | April 28, 2020 at 05:08 PM



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(<https://images.benefitspro.com/contrib/content/uploads/sites/412/2020/04/news-makers-newsmakers-hands-handshake.jpg>) (Photo: Shutterstock)

There are still good things happening, despite the challenging times in which we all find ourselves. Here's the latest employee benefits and retirement industry news on new hires, partnerships, promotions, and more.

**Alight Solutions (<https://alight.com/>)** announced the appointment of **Stephan Scholl** as chief executive officer, effective April 13. Most recently, Scholl was a senior executive at Infor between 2010 and 2018—including serving as president from 2012-18. He also served in various senior roles at both Oracle and Peoplesoft for more than a decade.

**ArmadaHealth (<https://armadahealth.com/>)** announced the appointment of **Susan Torroella** to President and Chief Executive Officer. Prior to joining ArmadaHealth in 2018, Torroella was Executive Vice

President at Wellness Corporate Solutions, where she oversaw strategic partnerships, program management

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and compensation. (/BENEFITS-BROKER/) **BENEFITS MANAGER** (/BENEFITS-MANAGER/)

### **BrokerTech Ventures**

**(<https://www.brokertechventures.com/>)** announced the addition of new investor partners or sponsors, including Heffernan Insurance Brokers, Inc., The Horton Group, Inc., IMA Financial Group, MJ Insurance, and Woodruff Sawyer, and the appointment of a new chief operating officer (COO), Susan Hatten, who previously served as the BTV interim executive director during the formation of the company.

### **Brightway Insurance**

**(<https://BrightwayDifference.com>)** announced that **Austin Vannoy** is the first person to transition from the company's Independent Agent program to become a Brightway Franchise Owner with the opening of Brightway, The Vannoy Agency in Valdosta, Georgia. Vannoy started with Brightway a year ago as one of the first insurance professionals to enter the company's new pathway to agency ownership — the Independent Agent program.

### **The CFP Board Center for Financial Planning**

**(<https://www.cfp.net/the-center-for-financial-planning>)** and **California Lutheran University** announced a new joint **scholarship program** **(<https://www.cfp.net/get-certified/tools-and-resources/apply-for-a-scholarship/california-lutheran-university-financial-planning-scholarship>)**.

The California Lutheran University Financial Planning

Scholarship offers financial assistance to qualified individuals seeking to complete Cal Lutheran's online

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Master of ~~BENEFITS BROKER (BENEFITS-BROKER)~~ ~~MASTERS OF~~ ~~(/BENEFITS-MANAGER/)~~ Science degree in Financial Planning, both of which qualify candidates to sit for the CFP certification exam.

**Conner Insurance (<https://connerins.com/>)** and the **Jeff Fox Benefits Team**, two health care consulting firms in Indianapolis, announced the completion of a strategic partnership. Jeff Fox and his team, formerly at HJ Spier, will partner with Conner Insurance. Previously, Conner Insurance and the Fox Benefits Team joined forces in 2019 to co-host the first annual NextGen Healthcare Summit, a hands-on forum about the rising health care costs in America, and the proven solutions to break the chain.

### **EverythingBenefits**

**(<https://www.everythingbenefits.com>)** announced the launch of its Client Advisory Board. The board, comprised of HR and benefits leaders representing a diverse group of key customers, will provide EverythingBenefits with expert insights and counsel. It pledges to go beyond its own product innovation goals to share insights, exercise best practices, and drive trends that will impact HR and benefits organizations across the broader mid-enterprise employer community in North America.

### **The National Association for the Self-Employed**

**(NASE) (<https://www.nase.org/>)** announced a partnership with **MetLife** to offer current and future NASE members a new association member benefit of accident insurance.

**NFP (<https://nfp.com>)** announced the acquisition of

**Progressive Benefits Agency, Inc. (PBA)** in a

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transaction that closed on **December 11, 2019**. PBA is a **BENEFITS MANAGER (/BENEFITS-MANAGER/)**

group benefits brokerage firm based in Solon, OH, specializing in benefits solutions for small group and middle market clients. Kevin Lurie, president of PBA, will join NFP as a senior vice president. Lurie and the entire team at PBA will be joining NFP and transitioning to NFP's Independence, OH office.

**OneDigital (<https://onedigital.com>)** announced the appointment of **Tom Wimer** as National Practice Leader of Human Resources Consulting (HRC). Wimer will lead the HRC line of business for OneDigital as the company works to integrate HRC services with the existing employee benefits and retirement/financial service operations across the country.

**One80 Intermediaries**

**(<https://www.one80intermediaries.com/>)** (One80) announced that it has acquired **International Excess Program Managers (IEPM)**, a wholesale insurance brokerage and program manager operating in all fifty states. Terms of the deal were not disclosed. In addition to wholesale access, IEPM builds tailored multi-state insurance programs for specialty industries, associations and groups of policy holders.

**Paylocity (<https://www.paylocity.com>)** announced the acquisition of **VidGrid**, a leading video platform provider. Paylocity has worked with VidGrid for several years to deliver a video-enabled learning management system (LMS) to clients. The collaboration enables Paylocity's

clients to source knowledge from subject matter experts through interactive videos that are current and relevant

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to their employees. **BENEFITS BROKER (/BENEFITS-BROKER/)** **BENEFITS MANAGER (/BENEFITS-MANAGER/)**

**PDR4 Inc, (<http://www.pdr4.com>)** a boutique talent acquisition firm in the staffing & recruiting industry, announced it has received the prestigious **National Women's Business Enterprise Certification** from the Women's Business Enterprise National Council (**WBENC** (<https://www.wbenc.org/>)). The WBENC certification for women-owned business is the most recognizable and sought-after certification of its kind. WBENC's national standard of certification requires a meticulous process, including an in-depth review of the business and a site inspection, confirming the business is at least 51% owned, operated and controlled by women.

### **The Wagner Law Group**

**(<https://www.wagnerlawgroup.com/>)** announced the launch of the firm's Bankruptcy and Restructuring practice. It provides Special Counsel support on employee benefits matters to debtors, creditors, ad hoc or official creditor or equity committees, trustees, Taft-Hartley plans, employee groups or retiree associations, and other stakeholders. It is led by Israel (Izzy) Goldowitz, former chief counsel to the PBGC.

### ***READ MORE:***

- **[Benefits industry newsmakers: Benefitfocus, Nationwide, Nox Health, Virgin Pulse & more](https://www.benefitspro.com/2020/01/30/benefits-industry-newsmakers-benefitfocus-nationwide-nox-health-virgin-pulse-more/)** (<https://www.benefitspro.com/2020/01/30/benefits-industry-newsmakers-benefitfocus-nationwide-nox-health-virgin-pulse-more/>)

- **Benefits industry newsmakers: CareerBuilder, Babyscripts, NFL Alumni, CFP Board, GAMA Int'l**

**(<https://www.benefitspro.com/2020/02/19/benefits-industry-newsmakers-careerbuilder-babyscripts-nfl-alumni-cfp-board-gama-intl/>)**

- **Benefits industry newsmakers: Equitable, Faegre Drinker, Paychex, Pentegra, Wellbeats**

**(<https://www.benefitspro.com/2020/02/12/benefits-industry-newsmakers-equitable-faegre-drinker-paychex-pentegra-wellbeats/>)**

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## C.J. Marwitz

C.J. Marwitz is the digital managing editor at

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BenefitsPro and acquires articles, videos and podcasts for the site's retirement industry audience. A former technology editor, advertising copywriter, and academic advisor, Marwitz is the mother of three. Now considering pitches for unpublished contributed content related in any way to employer-sponsored retirement plans.

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- 2 **[COVID-19 and self-funded plans: understanding the financial impact \(/2020/04/27/covid-19-and-self-funded-plans-understanding-the-financial-impact/\)](#)**
- 3 **[COVID-19 could cut health care costs by up to](#)**



**\$575B**  
**(/2020/04/28/covid-19-could-cut-health-care-costs-by-up-to-575b/)**

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**(/2020/04/27/2020-broker-of-the-year-meet-the-finalists/)**

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**(/2020/04/28/top-12-industries-most-at-risk-of-job-losses-412-97117/)**

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**COVID-19 could cut health care costs by up to \$575B**

**(https://www.benefitspro.com/2020/04/28/covid-19-could-cut-health-care-costs-by-up-to-575b/)**

TOM MCPARLAND | APRIL 28, 2020

A new report from Milliman estimates that nearly the entire country will see a decline in health expenditures.

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[\(https://www.benefitspro.com/2020/04/29/will-health-care-premiums-go-up-or-down-insurers-arent-sure-yet/\)](https://www.benefitspro.com/2020/04/29/will-health-care-premiums-go-up-or-down-insurers-arent-sure-yet/)

**Will health care premiums go up or down? Insurers don't know yet.**  
**(https://www.benefitspro.com/2020/04/29/will-health-care-premiums-go-up-or-down-insurers-arent-sure-yet/)**

JULIE APPLEBY, KAISER HEALTH NEWS  
AND STEVEN FINDLAY | APRIL 29, 2020

Insurers say that while that falloff in claims for non-COVID care is offsetting for now many insurers' costs associated with the pandemic, the future is far more fraught.

[\(https://www.benefitspro.com/2020/04/27/physicians-adjust-approach-to-care-amid-covid-19-outbreak/\)](https://www.benefitspro.com/2020/04/27/physicians-adjust-approach-to-care-amid-covid-19-outbreak/)

**Physicians adjust approach to care amid COVID-19 outbreak**  
**(https://www.benefitspro.com/2020/04/27/physicians-adjust-approach-to-care-amid-covid-19-outbreak/)**

LISA HELEM | APRIL 27, 2020

"The impact on physicians from COVID-19 is going to be transformative," says one industry expert.

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### **Unraveling The Myths About General Agents**

[\(http://benefitspro.com/resources/ebooks/2020/04/28/benefits-industry-newsmakers-wagner-law-group-paylocity-connor-insurance-one-digital-...\)](#)

The reality is that using a general agent can improve your company's bottom line. Find out how

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TRANSAMERICAN EMPLOYEE BENEFITS

### **Impact of Employee Health on Business Success: Analysis and Recommendations**

[\(http://benefitspro.com/resources/ebooks/2020/04/28/benefits-industry-newsmakers-wagner-law-group-paylocity-connor-insurance-one-digital-...\)](#)

For organizations to have overall success, they need healthy employees. Get key insights that will help you guide clients to better outcomes.

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### **Client Tool: Closing Coverage Gaps with Jack & Jill**

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You need an easy-to-understand tool to show clients how coverage gaps could impact their employees and how they can offer much-needed bridges.

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