

Greg Poulsen

Intermountain Healthcare, Senior Vice President and Chief Strategy Officer

Greg Poulsen is Senior Vice President and Chief Strategy Officer for Intermountain Healthcare. As a member of Intermountain's four-member Management Committee, he shares responsibility for the breadth of operational and strategic issues of the organization. Mr. Poulsen has direct responsibility for strategic planning, research and development, marketing, and payer contracting. He joined Intermountain Healthcare in 1982. Mr. Poulsen was responsible for development of the first integrated hospital cost definition and accounting system in the U.S., which was subsequently marketed by Ernst & Young. He continues to consider cost management and healthcare affordability to be a personal priority. In his career at Intermountain, Mr. Poulsen has provided leadership in various areas, including strategic development of the insurance strategy, operational responsibility for clinical and financial I.T. development, and coordination of the physician strategy.

Presentation Link:

http://uahu.org/greg_poulsen_uahu_2017_sales_congress_presentation.pdf

Jake Logan

Vice President, Deputy Head of State Government Affairs
UnitedHealth Group External Affairs

Jake Logan serves as the Deputy Head of State Government Affairs at UnitedHealth Group, where he provides strategic guidance for the State Government Affairs Team. In this role, he helps to enhance the Enterprise's presence and relationships with elected officials, policymakers and state and community-level office holders, as well as key third-party stakeholders.

Presentation Link:

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James A. Dunnigan

State of Utah House of Representative

Since 2003, Jim Dunnigan has served as a State of Utah House Representative. Representative Dunnigan currently serves as Chairman of the Business & Labor Committee and serves on the House Ethics Committee. Formerly, he chaired Utah's Health Reform Task Force. He has also sponsored numerous pieces of healthcare reform legislation that successfully passed into law. He continues to work hard on finding fair and reasonable ways to contain healthcare costs. Representative Dunnigan is a licensed health producer. He has spent thirty years specializing in the health insurance and employee benefits market. He also owns his own insurance agency, Dunnigan Insurance. This experience gives him a unique perspective as a lawmaker. His legislative peers look to him for guidance as they craft future healthcare legislation. There is no better health-producer advocate on Utah's capitol hill than Representative Dunnigan.

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Janet Trautwein Biography

Janet Trautwein is the chief executive officer of NAHU in Washington, DC. NAHU represents more than 100,000 employee benefits professionals involved in the design, sale, implementation and management of health plans all over the United States. Her responsibilities include oversight of all NAHU activities and primary representation of the association to the public. A frequent speaker on health policy issues, Janet has been asked to testify before Congress numerous times, and has been published in major newspapers and has appeared on hundreds of radio and television programs around the world.

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Reid Rasmussen

Fresh Benies, Cofounder & CEO

25-year healthcare veteran. Free-market health reform advocate. Innovator. Writer. Reid grew up in Canada, where he received a Health Administration degree and formed his opinions about government-run health care. In 1991, he escaped to America and worked in both sales and management for two medical insurance companies (Group Health Cooperative and Regence BlueShield) and two general agencies (BenefitPort and BenefitMall). Reid saw some of the Canadian trends find their way into American healthcare. He so believed the industry would need new solutions that in 2009 he launched his company just as Health Reform was ramping up.

Presentation Link:

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Trent Nate

Idaho Medicare Products Account Manager for SelectHealth

Trent began his career as a Financial Advisor and Associate Manager for Beneficial Financial Group in Logan, UT. He then accepted a position as Sales Executive for Regence BlueShield of Idaho, where he was responsible for the distribution of individual, family, and Medicare plans in Idaho, and awarded as the 2009 Sales Executive of the Year. While there, he also served as the Treasure Valley Association of Health Underwriters President. Trent left Regence to build an independent Property & Casualty insurance agency with Allegis Benefits Group, supporting the efforts of 110 financial professionals in four states. Most recently, Trent traveled the world working as a Sales and Business Development Consultant for Fortune 100 companies including Intel, AT&T, Time Warner Cable, UBS, Weight Watchers, Google, and Anthem BlueCross/BlueShield.

Presentation Link:

http://uahu.org/trent_nate_uahu_2017_symposium_presentation_.pdf