

## MDAHU Speaker's Bureau

Topic: *Meeting the New RX Challenge Specialty Pharmacy*

Carol Bailey- Team Pharmacy Consulting

Carol Bailey, RHU

[cbailey@teamparmacyconsulting.com](mailto:cbailey@teamparmacyconsulting.com)

Sr. Executive

TEAM Pharmacy Consulting, Inc.

BIO:



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**Carol Bailey, RHU**

**Senior Executive**

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Carol has over 30 years of experience in the healthcare industry—25 of which are in pharmacy benefits. Carol has significant experience in, and knowledge of, the PBM industry having held positions in the past with two major PBMs as a Sales Consultant and Director of Account Management. She is an expert in PBM pricing methodologies, benefit design modeling, clinical recommendations, contracting, RFP development and data analysis. For 14 years, Carol worked as a pharmacy consultant for two national pharmacy consulting firms. She assisted mid-to-large plan sponsors with their programs and developed and managed a large national purchasing coalition. In 2014, Carol started TEAM Pharmacy Consulting, Inc. In 2021, Carol signed an agreement to join forces with ARMSRx's family of companies to expand the consulting services and advanced solutions to clients. A veteran of healthcare and pharmacy benefits industry, Carol guides medical consultants and plan sponsors as they improve effectiveness of their pharmacy benefits.

Carol, a native of Texas, graduated magna cum laude from Texas Woman's University. She is a licensed agent in the State of Texas and a Registered Health Underwriter. Carol served eight years on the Dallas Association of Health Underwriters Board as President and Ed Chair. She also served as a mentor to the College of Business graduates in the University of North Texas Professional Leadership Program. Carol speaks at national and regional conferences around the country such as State & Local Government Benefits Association and the International Foundation of Employee Benefits. Carol has contributed to articles published in several trade journals. She is a nationally recognized pharmacy expert who is frequently asked to provide industry strategies and trends to analysts in the US and global financial markets.

*Updated 3.29.21*

**Eric Silverman | Founder**  
443.676.0340 voice and text  
**[voluntarydisruption.com](http://voluntarydisruption.com)**

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Topic: *Social Media*

BIO:

### **ERIC SILVERMAN**

Eric Silverman, Founder and Owner of Baltimore Maryland based Voluntary Disruption (VD), a division of Silverman Benefits Group (SBG), is considered one of the most recognized authorities and disruptive forces in enhanced employee funded benefits (the industry formerly known as "voluntary").

Eric is widely known as a subject matter expert with more than 20 years of employee benefit sales, marketing, management and recruiting experience. He is often sought after and interviewed by various journalists from multiple industry publications such as BenefitsPRO, ThinkAdvisor (formerly LifeHealthPRO), and Employee Benefit Adviser (EBA) online and print magazines. He has also been asked to deliver keynote speeches and speak on various expert panels at multiple national industrywide and carrier conferences.

*Updated 3.29.21*

Topic: *Brining employees back after COVID*

Shannon Sackmann, SHRM-CP

Human Factor | Owner + Consultant

303.908.3971

[www.humanfactorhr.com](http://www.humanfactorhr.com)

Shannon Sackmann, LOVES helping people. She is an energetic, customer-focused human resources professional with over 15 years of experience aligning workforce strategies with business objectives. Shannon is the owner of Human Factor HR a consulting firm working with small and mid-sized businesses and nonprofit organizations. She is highly skilled in developing and implementing programs that assess organizational challenges, create solutions, and optimize performance. Her diverse background includes a strong understanding of labor laws and labor relations, daily human resources operations, recruitment strategies, employee development, managing relationships, and conflict resolution.



*Updated 3.29.21*

Topic: *Moving from Panic to Purpose*

**Amy C. Waninger** (*pronouns: she / her / hers*)

**Founder & CEO, Lead at Any Level LLC**

(317) 989-9600 m | (413) 451-3767 f

[www.LeadAtAnyLevel.com](http://www.LeadAtAnyLevel.com)



Amy Waninger Bio:

Amy C. Waninger works with companies across the country to inclusive cultures and diverse leadership bench strength. She is the author of multiple books including *Network Beyond Bias: Making Diversity a Competitive Advantage for Your Career*.

Amy is a Professional Member of National Speakers Association, a Certified Virtual Presenter, and a Prosci Certified Change Practitioner. Her other credentials include two degrees from Indiana University and a World's Best Mom coffee mug.

*Updated 3.29.21*

The View from On Top of The Dome, Colorado State Association of Health Underwriters Legislative Priorities



**Jenn Penn, Principal Owner of Dome Strategies, LLC, a Colorado Independent public and government affairs consultant.**

Jenn Penn has more than 18 years of experience working in Colorado politics. Jenn launched her public affairs career after completing the CSU legislative internship program and receiving her Bachelor of Arts in Political Science from Colorado State University. Jenn began her political career working as a legislative aide to key legislators in the late 1990's including. Jenn directed the advocacy efforts for a non-profit organization, for over four years. Jenn then held the position of Colorado Senior Lobbyist for Coors Brewing Company from late 2004 – 2008. MillerCoors remains a client of Jenn's, along with other business interests.

Jenn is a respected member of the lobby, known for her ability to form coalitions to successfully pass, defeat or amend legislation impacting her clients. Jenn has relationships with both Democrat and Republican members of the Colorado Legislature and the Governor's office. Jenn has demonstrated success working in all areas of the lobbying profession from identifying and securing legislative sponsors, bill drafting, coordinating testimony, building coalitions, developing positions papers, minimizing opposition and successfully passing, defeating or amending legislation based on client specifications. Jenn has strong oral and written communications skills and is able to communicate in a clear and concise manner. Jenn is able to comprehend complex subjects and present the issue in an understandable form.

*Updated 3.29.21*



*Topic: Continuing Education Course-Ethics*

*Sharla Leary*

*(720)330-7145*

*Sharla.leary@thinkccig.com*

*Sharla started her insurance career in 2001, with a small break to start her family. It is her belief that having a mutual trust and developing strong relationships is the key to having long lasting and healthy partnerships where her clients count on her for a thoughtful resolution. Currently, her focus is centered around alternative funding, mainly with the Cannabis companies in her home State of Colorado.*

*Sharla holds a Masters Degree through the University of Phoenix. She also volunteers with the Girls Scouts of Colorado and serves on the Board for Colorado State Association of Health Underwriters and its local chapter Metro Denver Association of Health Underwriters.*

*Updated 3.29.21*

*Topic: Account Based Health Plans*

Dana Dawson

Regional Sales Director

720.225.7417

[dadawson@healthequity.com](mailto:dadawson@healthequity.com)



**Where do you currently reside?**

I live in Centennial, CO.

**Which territory do you cover?**

I cover CO, HI, NM, WY.

**What led you to this career?**

I truly enjoy working with and helping people understand their benefits. I've always been in the service type industries most of my life.

**What do you like about your role as an RSD?**

I love helping Employer groups find ways to save money and taxes for their employee benefits.

**What motivates you?**

Providing for my family and helping people.

**What are some of your unique attributes that set you apart from others?**

Very organized, communication skills and empathy for people's concerns and issues.

**Do you have any skills/talents most people don't know about?**

Playing the drums.

**What is a quote that best describes your work philosophy?**

Stay positive – Work hard – Make it happen.

**Who is someone you most admire and why?**

My grandfather. His integrity and moral compass set the bar with me.

**What do you like to do when not at work?**

Spend time with my wife and kids. Play drums in my Blues/Rock band.

*Updated 3.29.21*

*Topic: Continuing Education Course-Ethics*

Rusty Rice, SGS

Avesis Incorporated

Account Executive – South East

San Antonio Office

(o) 210-384-8103 | (c) 210-602-9386 | (f) 855-269-2155

[Rrice@avesis.com](mailto:Rrice@avesis.com) | [www.avesis.com](http://www.avesis.com)



Rusty entered the insurance industry in 1993 after a 12-year career in the grocery industry. He has been a member of NAHU since 1998 and immediately became involved serving various committee roles for his local chapter in San Antonio including president in 2005. For his efforts he was awarded the chapters Underwriter of the year in 2007 and the Dave Clark Lifetime Achievement Award in 2010. Rusty also served at the state level becoming President in 2009 when the chapter won numerous awards. For his efforts he was awarded the NAHU Distinguished Service Award and NAHU Presidential Citation. In 2012 Rusty was presented the Shirley Hutzler Legislative excellence Award for his legislative achievements. He is also a recipient of the Ken Martin Excellence in Communication Award. In 2016 Rusty Received the highest honor bestowed upon a member to Texas, the Hollis Roberson Award.

Rusty has been at the forefront of legislation at both the local, state and national level attending every TAHU Legislative day and Capitol Conference since 2004. He was also a panelist in, then, Governor Perry's Think Tank meeting regarding healthcare options and trends for Texas. He was also a guest speaker in a mock congressional hearing of a joint effort of the Austin Community College District and the University of Texas. In 2010 Rusty also testified in front of the Texas Senate Commission on the State Affairs regarding the role of the insurance agent and the value they bring to public they serve.

Rusty has also taught over 150 hours of Healthcare reform CE classes to association chapters, employer groups, their clients and the general public.

In 2013 Rusty was elected by the membership to serve as the NAHU Regional Vice President followed by Secretary, Vice President, President Elect and served as President of NAHU in 2018-2019.

Rusty is a Regional Account Executive as well as a Regional Product Specialist at Avesis Incorporated a National Vision, Dental and Hearing Company owned by Guardian. He travels the country educating Brokers and the Guardian sales team on vision insurance trends, latest industry developments and product designs. His role is vital to the growth of Guardians full benefit package development process. He is also responsible for group sales in TX, OK, LA, MS and FL.

Rusty Lives in Boerne Texas with his Wife Lori, an insurance agent, and their 2 sons, Quinten and Skyler. Rusty's Daughter Morgan lives in Temple with her husband Derrick and Daughter Brazley and son Ledger.

*Updated 3.29.21*

