



Chrystine M. Heier, CEBS, LIA

President & Owner Group Insurance Solutions, Inc.

Proven small business owner with 34+ years' experience in the employee benefit arena. Accomplished track record of deploying initiatives and strategies that consistently achieve client satisfaction and deliver innovative solutions in a constantly evolving environment. Focused on maximizing client return on investment, delivering predictability and transparency to better manage rising plan costs and comply with legislative requirements, and increasing employee value perception leading to higher employee engagement.

EDUCATION

BBA, Business Management
Isenberg School of Management
University of MA | Amherst, MA
1983 - 1986

Business Management
Gabelli School of Business
Roger Williams University | Bristol, RI
1982

PROFESSIONAL

- Certified Employee Benefits Specialist (CEBS)
- Licensed Insurance Advisor
- Licensed Life & Accident Broker
- Member International Foundation of Employee Benefit Plans (IFEBP)
- Member International Society of CEBS (ISCEBS)
- Member National Association of Health Underwriters
- Member and Speaker at New England Employee Benefits Council
- Past President Boston Chapter ISCEBS
- United Benefit Advisors Partner Firm
- Certified Woman Owned Business

CONTACT INFO

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Group Insurance Solutions, Inc., Marlborough, MA

President & Owner | 2019 - Present

Leading an outstanding team of Employee Benefits professionals and driving strategic direction to maximize client return on investment. Manage operations, allocate resources, identify challenges and collaborate on solutions in search of continuous process improvement.

- EOS Visionary
- EOS Integrator

Principal & Co-owner and Co-Founder | 1999 - 2019

Managed client service team, communications, compliance, marketing and finance functions. Delivered direct client service and support backed by consultants and analysts focused on exceeding client expectations. Assisted with and generated new business opportunities, including expanding corporate brand through industry speaking engagements.

Marsh, Inc., Boston, MA

Vice President and Manager, Employee Benefit Services | 1989 - 1999

Responsible for managing and growing MMC's \$1.5M middle-market division (EBS), developing client relationships, coordinating consulting teams, pursuing new business opportunities, and helping to drive brand in the marketplace.

- VP and Manager | Sedgwick Noble Lowndes 1995 - 1998
- Senior Client Consultant | Johnson & Higgins 1989 - 1995

Fringe Benefit Design, Newton, MA

Account Executive | 1988 - 1989

Prepared monthly client experience, renewal and marketing reports. Solicited requests for proposals, spreadsheeted and presented results to consultants. Assisted with client open enrollment meetings.

GE Financial, Enfield, CT

Group Underwriter | 1986 - 1988

Analyzed data to assess risk, coverage, and price terms for multi-line employee benefit business. Maintained balanced and profitable book of business, while pursuing new opportunities for profitable growth.