

## **William J. Gately**

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**Senior Consultant  
GBG Consulting Services**

William Gately is a Senior Consultant with GBG Consulting Services. With over twenty years of experience in the group benefits field, he manages the health and welfare ("group benefits") practice for the firm. Specifically, Mr. Gately and his team assist companies in the areas of negotiating benefit pricing at renewal, providing market analyses of products, evaluating managed care access and cost effectiveness, and developing and assisting with compliance issues including ERISA, DOL compliance HIPAA, COBRA, FLMA, and other laws and regulations.

Mr. Gately has worked closely with corporations in developing group benefits programs that match their corporate philosophy while also attracting and retaining quality employees. We call this the "total benefits solution." It involves a comprehensive evaluation of a company's managed care, overall plan design, funding of the benefit program, contribution program, and retirement plan offering.

Prior to joining GBG Consulting, Mr. Gately was a Senior Account Supervisor with Great West Life Insurance Company. Great West Life is one of the largest managed care companies in North America, representing over 300,000 physicians and 2,000 hospitals. He was responsible for all areas of self-insured clients' needs. His duties included stop loss evaluation, managed care network evaluation, plan design, administrative pricing, flexible benefits, and vendor interfaces. He also consulted with clients on national plan design and implementation.

Mr. Gately also spent several years with Confederation Life as a Sales and Service Representative. While with Confederation, he marketed large medical, dental, LTD, and life programs. He also worked extensively on underwriting and renewal negotiation.

In addition to group benefits, Mr. Gately has significant experience in the retirement planning areas, including 401(k) plans, and he will be working closely with the actuarial and defined contribution practice teams to develop services in these areas.

Mr. Gately is an honors graduate from the University of Massachusetts, Amherst, with a Bachelor of Science degree in Political Science and Communications.

GBG Consulting Services, LLC owned by William Gately, started in 2002 as an independent full-service Employee Benefits and Human Resource company. The company is structured to provide a full array of group benefit consulting, human resource consulting, and brokerage services. It services businesses nationwide with programs including:

- Life Insurance
- Health Insurance
- Stop Loss (Endorsed by National Labor Alliance of Health Care Coalitions)
- Employee Benefits Programs

- Travel Medical Insurance
- Dental and Vision Insurance
- Individual and Group Insurance Programs
- Human Resource Consulting and Compliance Programs

The diversity of the company provides it the opportunity to work with Fortune 500 companies all the way down to companies under 10 lives. It works with clients throughout the country that represent various industries such as private sector companies, municipalities, organized labor, Taft-Hartley Funds, non-profit organizations, and publicly owned firms. GBG personnel also work with key individuals in assisting them with their insurance and retirement planning needs as well as their human resource and compliance needs.

The mission of GBG Consulting Services is to build trust and faith by evaluating service, negotiating the optimal plan, and implementing transition. It is committed to providing the highest level of customer service and considers ourselves partners with employer human resources departments.

As an independent insurance broker, GBG Consulting Services represent a wide range of insurance companies. This level of freedom allows it to help its clients select the right plan that meet their needs at the best available cost.

While GBG Consulting Services retains the spirit of its history and leadership, today's insurance consumer wants more than just a lengthy resume. Our fastest growing Departments are Human Resources and Benefits where solutions for the small and mid-sized businesses are constantly being found.