### **Sales Team Bios**



#### SALES MANAGEMENT



Erin Kelly Vice President of Sales and Marketing

Erin began her career with Network Health in 2001. She returned in 2019 after a threeyear period with a competitor. Erin has spent her entire career working in sales and service in the

health insurance industry. In her role as the vice president of sales and marketing, Erin aligns the teams to develop and execute strategies that achieve the company's sales goals. Erin holds a bachelor of arts in communications from the University of Wisconsin–Oshkosh and a master's degree in organizational leadership and development from Marian College.



**Marty Brogaard** 

Director of Sales and Service
Marty joined Network Health
in 2020. He has extensive
experience in benefits design
and distribution, spending more
than 20 years in sales leadership
positions with both carriers and
providers. In his current role,

Marty is responsible for development and execution of sales and service plans that maximize Network Health's growth potential. Marty has a bachelor's degree from UW Oshkosh and spent four years in the United States Army.



Kimberly Gehrke
Manager of Individual Sales

Kimberly has been at Network Health since November 2010. In her role as the manager of individual sales, she works with agents and the sales support team to build the membership of our Medicare

and individual and family lines of business. She also focuses on member retention events.



**Jeff Lanser** 

Manager of Client Management
Jeff joined Network Health in 2017.
He has over 25 years of experience
in the health insurance industry. He
works on new group implementation
and renewal preparation in addition
to maintaining broker and client
relationships. Jeff has experience
with fully insured and self-funded

plans. He holds a degree in business administration with a major in finance from the University of Wisconsin–Whitewater.



Mindy Neese

Manager of Sales Operations
Mindy has been with Network
Health since 2014. In her
current role, she is responsible
for leading day to day operations
of sales department processes,
strategy development, as well as
analytics and reporting. Mindy

works with internal and external partners developing opportunities for membership growth and integration of sales and marketing efforts for all lines of business.

### **ACCOUNT EXECUTIVES**



**Travis Janssen** 

Senior Account Executive
Travis joined Network Health in
2015. Prior to joining the sales
team at Network Health, he spent
10 years finding supplemental
insurance solutions for businesses
of all sizes. Travis builds
relationships in the marketplace to

secure additional health plan membership. He is involved in various Heart of the Valley Chamber, WAHU, Fox Cities Chamber of Commerce and Society of Human Resource Management (SHRM) events.

# **Sales Team Bios**





Penny Koehler
Account Executive

Penny has been with Network Health since 2009 and has 15 years of experience in the insurance industry. As an account executive, Penny builds relationships in the marketplace to secure additional health

plan membership. Penny works closely with the broker community to maintain compliance, member retention and sales and marketing of Medicare and individual and family lines of business. She also assists with community meetings, agent education and fulfills agent requests.



Dan Pecanac
Account Executive

Dan joined Network Health in 2017. His primary role is to grow Network Health membership by building and cultivating relationships with the broker and business community. Dan brings many years of experience advising

employers of all sizes on their health insurance options. This experience allows Dan to bring a great deal of value to the brokers and employers that he partners with. Dan has a bachelor's degree in business-marketing from the University of Wisconsin–Milwaukee.



Brian Vranek
Account Executive

Brian has 20+ years of insurance experience serving Individual and Medicare plan members. His key responsibility is building relationships with the agents who help our members. He is also responsible for overseeing and managing

broker activities, including compliance, member retention and marketing of Medicare and Individual and Family lines of business. He also assists with community meetings, triaging and fulfilling agent requests and agent education.





# Sara Pergolski-Mickelson Client Manager

Sara has been with Network Health since 2013, and has additional years of insurance experience working with Property/Casualty Insurance. She manages existing groups, assists with renewals and group meetings, and serves as a resource for group

questions on enrollment, claims and billing issues.



**Ann Sanders** 

**Client Manager** 

Ann joined Network Health in 2014. She provides sales support to agents and employer groups and coordinates service for existing customers. She manages existing groups, assists with renewals and group meetings, and serves as a resource for group

questions on enrollment, claims and billing issues.



### **Lavonne Simon Client Manager**

Lavonne joined Network Health in 1997. She works on the implementation of new groups, renewal preparation, presentation and group maintenance for changes. Lavonne also serves as a resource for accelerated claims and service issues. Lavonne has experience

with self-funded and fully insured plans. She has a bachelor's degree in health care management from Lakeland College.



#### Christy Herden Client Manager

Christy joined Network Health in 2020. She specializes in new group implementation, renewal preparation and enrollment education. Working out of our Brookfield office, Christy is dedicated to fostering relationships with employers and brokers in the

southeast Wisconsin region. She has a bachelor's degree in psychology with an industrial/organizational emphasis from the University of Wisconsin–Oshkosh.

# **Sales Team Bios**



#### SALES SUPPORT SPECIALISTS



Dawn Booth
Sales Advisor

Dawn joined Network Health in 2019, bringing over 25 years of health insurance industry experience. Over 15 of those years were dedicated to Medicare sales. Dawn enjoys helping prospects, agents and members

with their Medicare needs.



Brooke Braemer
Medicare Sales Specialist

Brooke has been with Network Health since 2014. As a Medicare sales specialist, Brooke assists members and prospects with Medicare products and individual plans, and serves as a resource for agent inquiries.

Brooke was former team lead for Medicare Customer Service. Prior to joining Network Health, Brooke was in Medicare sales.



Kathy Krentz Sales Advisor

Kathy joined Network Health in 2006 as the manager of Medicare operations and then transitioned into a sales advisor role. She enjoys helping prospects, members and agents figure out the complex

world of Medicare and individual insurance.



Mark Kretzmann Agent Advisor

Mark initially joined Network Health's sales team in 2008, then later transitioned to enrollment services. He recently served as enrollment process lead working with both individual and Medicare plans. He brings both his member

relationship skills and enrollment background to the Network Health sales team along with sales experience as a licensed insurance and investment advisor.



Nichole Sprinkle Senior Sales Advisor

Nichole joined Network Health in 2012 working on the Network *Cares* team as a social work care manager before transitioning to her sales role in 2019. She enjoys helping members, prospects and agents navigate Medicare and has a passion

for providing members and agents additional support and information on community resources, as needed.

#### **SALES TEAM SUPPORT**



Kim Hoff Quoting Specialist

Kim joined Network Health in 2019 with over six years of agency experience in employee benefits. In her current role, she coordinates new business quotes and assists with new customer implementation. Kim also works

on process improvement and strategic efficiencies for the commercial lines of business. She has a bachelor's degree in psychology and human development from the University of Wisconsin - Green Bay.



**Heather Guyette**Sales Coordinator

Heather joined Network Health in 2020. She has an associate's degree in health care business services she received through Northeast Wisconsin Technical College. In her role as the sales coordinator, Heather ensures the

efficient administration of the sales department including communications, sponsorships and event coordination.