

# Sales Team Bios



**Tom Hitchcock**  
**Vice President of Sales**

Tom specializes in designing and implementing comprehensive benefit plans for all lines of business including commercial employer groups, individual and family and Medicare. He has over 35 years of health insurance sales

experience. In his role as vice president of sales, Tom leads product initiatives designed to maintain Network Health's excellent business reputation. He also develops plans and strategies to launch new business opportunities and plan designs to achieve the company's sales goals.



**Stacie Schlafer**  
**Client Implementation Executive**

Stacie has been with Network Health since 1997 and strongly believes in providing quality service. Her primary role is working directly with our brokers, employer groups

and internal departments to manage a successful on-boarding experience. She is also responsible for establishing and maintaining relationships while presenting client renewals.



**Joan Merwin**  
**Director of Sales**

Joan leads Network Health's Sales team. She joined Network Health in 2006 as the manager of Medicare sales and was promoted to director of Medicare sales in 2012. Joan's role expanded to include commercial

sales including Individual and Family plans when she became the director of sales in 2016. She participates in strategic planning, the Medicare bid, product development and working with our agents. Joan's passion is our members as she focuses on our mission statement to enhance the life, health and wellness of the people we serve in each decision that she makes.



**Anne Roeder**  
**Supervisor, Individual Sales**

Anne has been with Network Health since 1997 in the commercial customer service area. She was promoted to individual sales supervisor, reporting to Joan Merwin,

Director of Sales. Anne's primary responsibilities include working with the sales advisors and the off-site call center.



**Michelle Rentmeester**  
**Director of Client Management**

Michelle has been with Network Health since 2014 and has worked more than 10 years in health care. Before moving into her sales role, she was the Director of Strategic Project

Management. She led her team in managing strategic initiatives throughout the organization. Prior to Network Health, she worked closely with employer groups to develop relationships and onboard clinical services in the employer setting. In her role as Director of Client Management, she is responsible for building client relationships and using her knowledge of Network Health business operations and strategic direction to tell the Network Health story.



**Tim Frank**  
**Senior Account Executive**

Tim joined Network Health in 2016. He is an accomplished health insurance professional with more than 15 years of experience in sales, service, account management and operations. He has been

consistently recognized year over year for outstanding sales and exemplary customer service. Tim leverages deep client relationships, industry experience and engaged leadership to position Network Health as your partner for growth and success. Tim holds the FIC, HIA, ACS and CBC professional designations.

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## **Kimberly Gehrke** **Senior Account Executive**

Kimberly has been at Network Health since November 2010. She builds relationships in the marketplace to secure additional health plan membership. Kimberly is also responsible for oversight and

management of activities associated with the broker channel, to include compliance oversight, selling, member retention and marketing of Medicare and Individual and Family lines of business. She also assists with community meetings, triaging and fulfilling agent requests and agent education. Kimberly has a bachelor's degree in business administration from the University of Wisconsin-Stevens Point and a master's degree in organizational leadership and administration from Concordia University.



## **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.



## **Amanda Hrabec** **Account Executive**

Amanda has been with Network Health since 2011. She builds relationships in the marketplace to secure additional health plan membership. Amanda is responsible for oversight

and management of activities

associated with the broker channel, to include compliance oversight, selling, member retention and marketing of Medicare and Individual and Family lines of business. She also assists with community meetings, triaging and fulfilling agent requests and agent education. Amanda has a bachelor's degree in communications and psychology from the University of Wisconsin-Green Bay.



## **Travis Janssen** **Account Executive**

Travis joined Network Health in 2015. He builds relationships in the marketplace to secure additional health plan membership. Travis utilized his prior 10 years of expertise in finding supplemental insurance solutions for businesses

of all sizes. He is involved in various Heart of the Valley Chamber, WAHU, Fox Cities Chamber of Commerce and Society of Human Resource Management (SHRM) events.



## **Pat Frisque** **Account Executive**

Pat joined Network Health in September 2015. She has over 25 years of experience in the insurance industry with a primary focus on sales of group and individual lines of business. Pat builds and maintains

relationships in the marketplace to secure additional health plan membership. She is also responsible for oversight and management of activities associated with the broker channel, to include compliance oversight, member retention and marketing of Medicare and Individual and Family lines of business. She also assists with community meetings, triaging and fulfilling agent requests and agent education. Pat is also involved in the Wisconsin Association of Health Underwriters (WAHU).



## **Brian Vranek** **Account Executive**

Brian is the newest member of the Network Health Sales Team. He has 20 + years of insurance experience with the last 15 serving Individual Medical Health Members and most recently Medicare Members. "Working

and building relationships with Agent Professionals who work and help our members is my key responsibility." He is also responsible for oversight and management of activities associated with the broker channel, to include compliance oversight, 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.

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## **Jeff Lanser** **Senior Client Manager**

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.



## **Mark Kretzmann** **Sales Support Specialist**

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.



## **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.



## **Kathy Krentz** **Sales Support Specialist**

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.



## **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.



## **Brooke Braemer** **Sales Support Specialist**

Brooke has been with Network Health since 2014. As a sales support 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.



## **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.



## **Susie Rhode** **Sales Support Specialist**

Susie has been with Network Health since 2015. In her role as a sales advisor, she assists members and prospects with Medicare products as well as individual plans. She also serves as a resource for agent inquiries

and enrollment follow-ups.

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## Tiffani Smith

### Sales Support Specialist

Tiffani began her career with Network Health in 2011 as a health care concierge in customer service. She excelled in this role, so she was transitioned to the team lead and ultimately, she was promoted to the Supervisor

of Customer Service. Tiffani joined the sales team in 2018. She has a passion for our members and will provide a customer-focused perspective as she builds relationships with agents and prospects. Tiffani will also be assisting with agent inquiries regarding the Medicare products and individual and family plans.



## Samantha Janichek

### Sales Coordinator

Sam has an administrative professional associate degree from Fox Valley Technical College. Sam assists the sales department as a whole with her main duties being meeting and event coordination, reporting and others as assigned.