

## **JOSEPH S. HOLT, Executive Vice President of Sales and Marketing**

Joe's focus is on the general oversight of sales, marketing, and stop loss insurance. Joe joined Auxiant in November of 1996. Prior to joining Auxiant, Joe helped build a Midwest TPA from just over 4 million of revenue to over 14 million in less than 7 years. He has over 30 years of experience working with self-funded groups. In January of 2001 Joe was promoted to Vice President of Sales and Marketing for Auxiant. Joe is responsible for all aspects of marketing and client services. His hard work, knowledge and dedication have helped Auxiant excel in service, technology and ethics. Since the "new" Auxiant management took over on January 1, 2001, Auxiant has gone from a "follower" to a "leader" position.

## **Andy McDonald, National Sales Executive**

Andy works to market nationally Auxiant's technology services as well as developing agency partnerships with Auxiant. Andy joined the Auxiant sales team in 2017 and is focusing on working with employer groups of all sizes to manage health care costs and design best in class health benefit plans. Andy has significant expertise in the world of self-funding, including captive best performance, and has experience working with employer groups across many different industries.