

Michael Naumann, was a VP of Sales for a General Agency for six years in the Midwest, then he joined Aflac HQ as a Market Vice President in 2008 to build out their broker program nationally.

He covered several western US states for three years, moving then into a Strategic Sales Role that was focused on leveraging Voluntary Benefits to reduce Worker's Comp claim frequency with large P&C agencies.

Subsequently he joined the TPA world in 2015 and is now with Piedmont Payment Services. Piedmont provides billing solutions that enable a carrier rep or broker to continue moving the VB sale forward when an employer is unwilling or unable to offer payroll deduction.