

Speaker Info:

Michael Payton: As a seasoned Executive and veteran of the benefits market, Michael has spent over 20 years working with the agent/ general agent, and consultant distribution channels, as well as business owners and Executives. In his career, Michael has held various sales leadership positions with major insurance carriers and TPAs, as well as owned his own consulting firm. His primary responsibilities have encompassed: revenue growth and persistency, sales and marketing strategy, and branding. In his current role as Vice President of Sales with Choice Administrators, he is responsible for all sales and distribution statewide, across all product lines. A licensed agent, Michael holds a degree from Arizona State University, and currently lives in North Tustin where he enjoys spending time with his wife and 4 children, playing guitar, and painting.

Chris Patton: joined Pinnacle Claims Management, Inc., representing the Covered California for Small Business program (CCSB), as the Vice President of SHOP Sales and Agent Management in June 2013.

With industry experience in the California market spanning more than 15 years, Chris has significant experience in both the retail and wholesale distribution of group health insurance products. Chris spent several years in sales management at California's largest private exchange where he was responsible for the launch of several multiple carrier programs and the management of a statewide sales team.

Most recently, Chris held a sales management role with the nation's largest general agency affording him exposure not only to agent distribution statewide but the distribution of health insurance products nationally. Interaction with general agent practice leaders provided high level perspective of trends and the implementation of ACA and industry response in major markets across the country.

In his role for Covered California, Chris is responsible for Small Business sales and agent management. Chris and his team are staffed statewide to support the role of the agent and to ensure the successful launch and ongoing distribution of the CCSB to small businesses in California.