



***“Benefits Cost & Culture Strategies, What Your Business Needs to Know”***

**Program Schedule**

- 8:00 am Registration, Continental Breakfast & Networking
- 8:25 am Welcome & Introductions
- 8:30 am The Path to Employee Engagement: Culture by Design by Bill Kaiser
- 9:30 am Benefits Funding Alternatives & Strategies by Kevin Davis
- 10:30 am Closing Remarks & Adjournment

**Event Sponsor**

In today's competitive business world, building a comprehensive benefits package is critical to attracting and retaining quality employees. Univest Insurance is committed to providing customized solutions compliant with the ever-changing regulatory environment. Headquartered in Souderton, Pa. and founded in 1876, Univest delivers these services through a network of offices in southeastern Pennsylvania – extending to the Lehigh Valley and Lancaster – in New Jersey and Maryland. For more information, visit their website:

[www.univest.net](http://www.univest.net)



## Featured Speakers

**Bill Kaiser**  
**Senior Consultant**  
**High Performing Culture (HPC)**

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Phone: 877-HPC-5050, x705



Prior to joining HPC, Bill worked for 20+ years in the employee benefits industry. 13 years at RSI (with HPC Founder & CEO, David Friedman) followed by 7 years with Arthur J. Gallagher & Co. (AJG). Bill started in direct selling and later moved into leadership positions as Area President of Gallagher's Mt. Laurel, NJ office and then MidAtlantic Region VP of Sales & Marketing.

Having lived and breathed the Fundamentals at RSI and championing the Gallagher Way at AJG, Bill can speak experientially to the impact a high performing culture delivers. Understanding the importance and the challenge of creating lasting differentiation, Bill is excited and passionate to help business owners build their high performing cultures.

**Kevin Davis**  
**Senior Benefits Consultant**  
**Univest Insurance**

email: [davisk@univest.net](mailto:davisk@univest.net)

Phone: 610-966-1315



Kevin has more than 20 years of experience in benefit sales and consulting. Kevin is known for his diligent service and dedication to being an industry expert. He provides expertise in the areas of compliance, strategic planning, employee engagement and communications. He is a member of the National Association of Health Underwriters and the Lehigh Valley Business Coalition on Healthcare. Kevin earned his bachelor's degree from St. Joseph's. He also holds the Certificate of Healthcare Reform Studies from The American College and is presently pursuing his Chartered Healthcare Consultant designation.

An active member in his community, Kevin is a supporter of PBS39, LifePath, and ArtsQuest and also serves as a ministry leader at Calvary Chapel in Quakertown. In addition to being a devoted husband and father to three daughters, Kevin is an avid music collector with more than 10,000 albums.