

SHEILA D. STITH

PRESIDENT/CEO STITH & ASSOCIATES HEALTH INSURANCE AGENCY, INC.



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CERTIFICATION & MEMBERSHIPS

- **Certified Senior Advisor**
- **Notary Public**
- **Board member of Women in Insurance & Financial Services**
- **Former Co-Chair Board of Trustees, New Era Baptist Church**
- **Delaware County & Eastern Montgomery County Chamber of Commerce**
- **Healthcare.gov Circle of Champions**
- **Oxford Who's Who (2002)**

AWARDS & RECOGNITION

- **2018 WIFS Woman of the Year**
- **Million Dollar Round Table: Qualifying Member (2012-2018); Court of the Table (2017)**
- **Telehealth Broker (2014-2018)**
- **Top Minority Owned Business in Greater Philadelphia; Philadelphia Business Journal (2018)**
- **Court of the Table (2017)**
- **AETNA Medicare Front Runner (2012-2015)**

SUMMARY

Dedicated advisor bringing over **30 years of experience** in the healthcare benefits field with a proven background with Aetna Insurance and expertise in Medicare. Formed Stith & Associates Health Insurance Agency, Inc. and currently **servicing more than one thousand clients in over 25 states**. Highly recognized for comprehensive knowledge and direct understanding of health insurance practices along with a genuine commitment to client needs. Qualifying member of the **Million Dollar Round Table** representing a responsibility to high levels of compliance and code of ethics in the financial services industry.

CORE COMPETENCIES

- Updated on all insurance changes and certifications per licensed state
- Strong leadership, supervisory and training skills
- Sales, marketing and management experience
- Accounting, organizational and planning skills
- Computer and database literacy including technical training

PROFESSIONAL EXPERIENCE

2006-Present **CEO/President**
Stith & Associates Health Insurance Agency, Inc.

Established a successful, viable business to support groups and individuals in their health insurance needs. Provides quality service and care to clients with special attention to seniors to ensure all receive accurate and appropriate coverage information while maintaining adherence to laws and regulations. Create and deliver presentations, train other health professionals and lead a team of sales agents in an effort to provide exceptional service.

2004-2006 **Medicare Sales Representative, Inbound Queue**
AETNA

Responsible for resolving client questions, concerns and requests regarding AETNA products and services and cultivating client as well as stakeholder relationships. Served on the Urban Strategy Committee to expand AETNA business in urban committees as well as supported overall marketing strategies.

2005 **Tax Examiner**
Internal Revenue Service

Examined taxpayers tax returns to ensure integrity and accurate reporting of information as well as adherence to federal guidelines.

1988-1996 **Human Resources**
1996-2003 **Manager, Driving School**
AAA Mid-Atlantic, Inc.

Spearheaded driving school operations in six states including converting a manually run department to be a fully automated.