

## Biographical Sketch

### Gregory Dattilo

Gregory Dattilo, a longtime analyst and commentator on the U.S. health care system, has served for more than 30 years as an employee benefits consultant and is the founder of two successful firms, offering health insurance coverage to thousands across the nation. After evaluating the performance of various health care insurers and health coverage for decades, and assessing the performance of delivery systems, Dattilo feels he can recognize quality and identify the critical issues in health care.

A Certified Financial Planner, Dattilo earned the designation of Certified Employee Benefits Specialist (CEBS) in 1993 from the University of Pennsylvania's Wharton School of Business. Earlier, he received his bachelor's degree from the University of Wisconsin—Stout, Menomonie, Wis. Dattilo was named a Fellow of the International Society of Certified Employee Benefits Specialists in 1995.

A frequent lecturer on insurance and health care issues, Gregory is the chief executive officer of Dattilo Consulting, Inc., and ClientServ, LLC, both located in Minneapolis, Minnesota. Dattilo Consulting offers comprehensive benefits planning services to a wide range of companies and organizations, while ClientServ provides support and administrative services to Dattilo Consulting and other benefits firms.

Dattilo is recognized as an industry innovator. In 2001, he created a unique insurance application form, which allows users to access an array of benefits packages, and it has since become the industry standard in Minnesota. The objective of this and many other of his innovations is to increase competition, reduce costs and improve the quality of U.S. health care.

He is the founder of the Minnesota Employers' Roundtable, which he served as president, and is a member of the National Association of Insurance and Financial Advisors, and the National Association of Health Underwriters. Dattilo is regularly engaged in the health care policy debate as an advocate of free markets.

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