

EBA's 2017 Most Influential Women in Benefit Advising

In a largely male-dominated profession, EBS's 2017 Most Influential Women in Benefit Advising stand out for both personal and professional reasons. Some of the winners were credited with finding substantial savings for employer clients, or strengthening their organization's bottom line.

Several showed bravery in the face of unspeakable obstacles or gave back to their local community. One woman runs a non-profit dedicated to curing lung cancer. Many mentored female peers whom they encouraged to climb the corporate ladder.

Some made their mark in media by contributing to books or popular news outlets. Others advocate a holistic approach to technology, behavioral finance, level-funding techniques, mind-body healing, and metrics to track corporate objectives. The list was selected by EBA's editors after a month-long online nomination process.



Debbie Schultz

President, Totem Solutions

T O T E M

Debbie Schultz is not afraid of a challenge. When a client presented her with a unique communications need, she solved their problem and then some by publishing a magazine on the topic: *The Ridiculously Simple Guide to Health Insurance*, a resource on general health insurance terms.

Debbie's day job is president of Totem Solutions, a Johns Creek, GA-based benefits firm, where she manages all aspects of the business, including building long-term relationships with clients, identifying business needs and developing innovative products and services to meet their unique expectations. She has also served as president of the Atlanta Association of Life Underwriters, of which she was the first female president.

For all of these accomplishments, Schultz was recently named a 2017 Most Influential Women in Benefit Advising by EBA.