

# Workers' COMPrehension

## *Dyanmic Insights to 2013 Workers' Comp and Healthcare Savings*



**MODERATOR:**

**Timothy Magaw, Health Care Reporter**  
*Crain's Cleveland Business*

Magaw joined Crain's Cleveland Business as the health care and higher education reporter in August 2010. He spent the previous year earning his master's degree from the University of Illinois at Springfield and working for the Arlington Heights Daily Herald's statehouse bureau in Springfield, Ill. Prior to his work covering state government for the Daily Herald, he had stints at The Columbus Dispatch in Columbus, Ohio, and AARP The Magazine in Washington, D.C. He earned his bachelor's degree in newspaper journalism from Kent State University in May 2009.



**Bud Andrako, President**

*Andrako Insurance Consultants*

Andrako is seasoned sales professional with over 20 years' experience in multiple industries. His experience includes selling to both the business and individual sector, which offer a unique understanding of the complex marketplace. His exposure to various business cultures and widely divergent professionals ensures his comfort level in working for a wide variety of organizations. He has also had the opportunity to participate in a variety of sales training courses, workshops, and seminars that has allowed for a broad resource base to assist his clients in making educated decisions.



**PANELISTS:**

**Steven Oddo, President & Founder**  
*Diversified Employee Solutions*

Oddo has over 25 years experience in the Professional Employer Organization industry. He founded Diversified Employee Solutions in 1998 with one employee – today the company has an internal staff of 30. Diversified partners with small and medium sized companies to bring real integrated solutions in the area of Payroll and Tax Administration, Workers' Compensation savings and claim management and Human Resource Management and Compliance. Diversified currently services 150 clients comprising over 3200 client employees.



**Art Stehlik, President**

*KKSG & Associates, Inc.*

Stehlik began his career in Workers' Compensation as a Sales Representative in 1979 when he joined Industrial Advisors Bureau. Art was very successful in building a prominent client base and establishing an excellent rapport with his clients. These relationships are an integral part of personalizing service, and this has become Art's trademark in the industry. Art received a BS in Chemistry from Mt. Union College (go Purple Raiders), and a Masters in Education from Miami University of Ohio

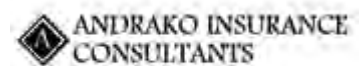


**Gary Convertino Ed.D., PHR, TBD**

*Executive Human Resources Consultant*

Convertino is a seasoned Human Resources Executive, Consultant, and Professor with over 17 years of successful experience in strategy, business development, change management, administration, and financial stewardship. His professional work experience includes expertise in the HR profession while working in the corporate offices of Bess Eaton Inc., Dunkin Brands Inc., Johnson & Wales University (RI) and The Cleveland Sight Center. Areas of expertise include strategic management & change implementation, HPI process improvement and policies & procedures compliance.

Sponsored by:



Underwritten by:



**REGISTER NOW:** [www.CrainsCleveland.com/Breakfast](http://www.CrainsCleveland.com/Breakfast)