

MEET THE TEAM:

Victoria (Vikki) Mahoney

Employee Benefits Consultant



CERTIFICATIONS: Life & Health License

YEAR JOINED INSURANCE INDUSTRY: 1985

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OFFICE LOCATION: Lafayette, CA

SPECIALTIES:

- Strategic Planning of Benefit Plans
- Thought Leadership
- Client and Carrier Relationships
- Funding Alternatives
- Compliance and Legislation
- Wellness and Wellbeing
- PBM Evaluation
- Cost and Trend Mitigation

Vikki has overall responsibility for the client relationship. Her role is to assist her clients in creating a long-term benefit strategy to bring value to both the employer and the members. This is typically done by implementing programs that reduce cost, continue to mitigate trend, and improve the members' health and ability to fully utilize their plans. Her focus is on short- and long-term benefit strategy, financial management, vendor management, and negotiations, as well as advising on emerging trends.

Vikki's first 20 years in benefits was spent with a national insurance carrier who specialized in self-funding mid-size and large employers. In this time, Vikki learned all aspects of benefits, including underwriting, benefit payments, networks, and marketing. Her last five years at this company were spent as Regional Vice President, in charge of profit & loss (P&L) for seven states.

Vikki joined Brown & Brown in 2006 and has been leading a team that works primarily with our clients in the mid and large markets (500-7,500 employees) and specializes in self-funding. Vikki also works with our equity business and has been instrumental in understanding and navigating the complexities of mergers and acquisitions.

Vikki graduated from Cal Poly San Luis Obispo with a degree in Business Marketing. She lives with her husband, Kevin, in Pleasanton, CA, and they have two grown children.

Connect with her today!

Learn more about Brown & Brown, our teammates, culture, and capabilities at **bbnca.com**.