

# Arthur Jackson Wheeler, CHC

## **Certified Health Consultant - BCS Consultants**

Naples, FL 34102

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239-887-1866

I am Certified Healthcare Consultant (CHC). My professional career includes work as a marketing executive for BlueCross BlueShield and a major consulting assignment with the Lahey Clinic, which with the recent merger is now the Beth Israel Lahey Clinic in Boston, MA. I served as an independent health insurance broker in New England, Delaware and Florida. I am also an ardent advocate of extending the Medicare Advantage program to all Americans. I am currently engaged in a very active political advocacy campaign, which includes a web site and social media marketing devoted to this proposal. My approach to all assignments is thoughtful, thorough, sincere and effective. I make use of social and traditional media to get the desired outcomes. I make commitments with dedication and produce remarkable results, customer satisfaction and loyalty. I work well with others. I pride myself on being able to reach any decision maker in a manner that is both personable and influential. And, I am very positive person, confident, honest, dedicated and usually successful in getting the job done.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

## Work Experience

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### **Consultant**

BCS Consultants - Naples, FL

2015 to Present

Responsibilities include health insurance consulting, health care advocacy for businesses, associations, health insurance companies, healthcare providers and religious organizations. I have worked with Blue Cross Blue Shield, Chase Bank, General Electric, Hercules, Lahey Clinic, Mitre, Old Swedes Church, Peabody Essex Museum, Raytheon, W. L. Gore & Associates, most of the major health insurance carriers and many HMO's and smaller companies. My consulting and brokerage services have included the sale and marketing of products and idea promotion. I have also managed successful fundraising campaigns. I am an advocate for Medicare Advantage programs and advancing ways to lower health care costs, improve health and well being and increase the accessibility of health care for all Americans.

### **Broker**

BCS Consultants - Manchester, MA

1987 to 2015

Responsibilities included health insurance brokerage and consulting services, maintaining relationships with almost all the major health insurance carriers, HMO's, IPA's, etc. and managed clients worth Millions of Dollars in annual premium.

### **U. S. Merchant Marine Officer**

Boat Charter Service Consultants - Naples, FL

1997 to 2014

U.S. Merchant Marine Officer licensed by the U.S. Coast Guard to command vessels of up to 100 tons in domestic coastal waters. Chartered the Cat Schooner Wind Rose - a 39 foot vessel on the east and gulf coasts and delivered the yacht back and fourth between Boston, MA and Naples, FL.

### **Healthcare Consultant**

Lahey Clinic - Burlington, MA

1996 to 2002

Consulting Services included the development and implementation of a marketing program targeting Lahey's major customers, including Mitre, Raytheon, Sun Microsystems, Oracle, major Federal agencies and local governments. That system generated Millions of Dollars in annual capitation income and significantly increased medical utilization.

### **Director, Special Accounts**

BlueCross BlueShield of Delaware - Wilmington, DE

1982 to 1987

Responsible for managing national account business and building national (multi-state) account market share. I developed strategies for acquisition, wrote proposals and sold new business and trained the marketing sales team. Significant achievements included the acquisition of Hercules, Chase Bank, NA, Independent School Management, National Boat Builders Association and many other smaller firms generating Millions of Dollars in premium. I developed special expertise in national association group business. Directed staff of 4.

### **Manager, Training and Development**

BlueCross BlueShield of Massachusetts - Boston, MA

1981 to 1982

Responsibilities included the development and delivery of marketing training programs for management, sales and customer service personnel. I managed basic training and ongoing professional skill development. Directed staff of 8.

### **Marketing Manager**

BlueCross BlueShield of Massachusetts - Boston, MA

1979 to 1981

Responsibilities included the annual renewal, management of national service and benefit administration for then over 300,000 GE employees. This account was one of the largest national accounts in the BCBS system, generating over 200 Million in annual premiums. I also authored and implemented the first national hospice benefit program in the BlueCross BlueShield system for General Electric, shaping the benefits and facilitating the development of comprehensive hospice and palliative care coverage throughout the U.S. Directed a staff of 10.

### **Account Executive and Manger, National Accounts**

BlueCross BlueShield of Massachusetts - Boston, MA

1973 to 1979

Responsibilities for local and national account sales, service and administration for companies generating Millions in annual premiums, including General Electric, New England Telephone, General Motors and IBM, etc. Major activities included account renewal, field sales, implementation of data processing systems and coordination of rating and service functions. I sold the first and only Chamber of Commerce group in the State of Massachusetts. Directed staff of 13.

## Education

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### **Certified Health Consultant**

BCBSA at Purdue University  
1983

### **B.A. in Political Science & Legal Studies**

University of Hawaii  
1973

## Skills

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- Able to climb tall buildings in a single bound! (10+ years)

## Links

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<http://www.medicare-advantage-for-all.com>

<https://facebook.com/medicareadv4all>

<https://twitter.com/medicareadv4all>

<https://www.bcsconsultants.net>

<https://www.trumpmedicareadvantageplan.com>

## Awards

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### **Distinguished Activity Award**

1965

Distinguished Activity - Eastern Yacht Club.  
Saved a man's life (from drowning)

### **Scholarship - University of Hawaii**

1971

Full Scholarship - University of Hawaii  
Sailing Team

## Certifications and Licenses

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### **Insurance Broker**

January 1984 to January 2015

### **Merchant Marine Officer**

1997 to 2014

## **Real Estate Broker**

1999 to 2015

## Publications

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### **First Edition of the True American**

<http://000mn0z.myregisteredwp.com/wp-content/uploads/sites/8670/2018/12/THE-FIRST-EDITION-OF-THE-TRUE-AMERICAN-07.04.18.pdf>

July 2018

Making the case for the Medicare-Advantage-for-All Program

### **The Best Bipartisan Answer**

<http://000mn0z.myregisteredwp.com/wp-content/uploads/sites/8670/2018/11/The-Best-Bipartisan-Answer.pdf>

August 2017

A description of the best bipartisan program to repeal and replace Obamacare.

### **Second Edition of The True American**

<http://000mn0z.myregisteredwp.com/wp-content/uploads/sites/8670/2018/12/THE-SECOND-EDITION-OF-THE-TRUE-AMERICAN-Medicare-for-All-08.09.1>

July 2018

Medicare Advantage For All

### **Third Edition of The True American**

<http://000mn0z.myregisteredwp.com/wp-content/uploads/sites/8670/2018/11/Third-Edition-%E2%80%93-The-True-American.pdf>

August 2018

Op-Ed piece making the case for Medicare Advantage For All.

### **The Fourth Edition to the True American**

<http://000mn0z.myregisteredwp.com/wp-content/uploads/sites/8670/2019/02/4th-Ed.True-American-01.24.19-PDF2.5.pdf>

January 2019

Cost Comparison - 2015.

### **The Fifth Edition of The True American - America Is Sitting on a Bomb!**

<http://000mn0z.myregisteredwp.com/wp-content/uploads/sites/8670/2019/05/60305-Medicare-Advanatge-Constitutional-Imperative-Newsletter9.pdf>

July 2019

Proposed senate bill to deal with the health condition of the American people.

## Additional Information

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In 1965, I responded to a maritime emergency with outstanding speed and intelligence and saved a man from drowning in Marblehead, MA.

In 1982, I was instrumental in the creation of the Moanalua Valley Park, consisting of hundreds of acres of land considered to be hallowed ground in the Creation Myth of the Hawaiian Islands and historically important in the evolution of Hawaiian people. We were successful in preserving significant Hawaiian flora and fauna for the recreation and benefit of the Hawaiian people and all Americans. This land preservation effort required the diversion of a major federal highway and we fought the conservation all the way to the Ninth Federal Circuit Court before we were able to successfully preserve this recreational resource for posterity.

In Cambridge, MA, in the late 80's I actively participated in the Cambridge Health Planning Commission and the Neighborhood Health Planning Council. I wrote Health Ordinance that was passed by the City Council and later the Massachusetts State Legislature establishing the Cambridge Health Planning Board and the first management position of Cambridge Commissioner of Health. I also served as a member and later Chairman of the Federal Area 311 Health Planning Council which provided advise and consent on all healthcare provider expansion and major medical equipment purchases for all the medical institutions in this urban area.

In Delaware in the late 90's I was Chairman of the Old Swedes Churchyard Restoration Project which successfully raising over three hundred thousand dollars to restore the churchyard burial ground, one of the oldest burial grounds in America. I also orchestrated and funded for the creation of the Church Street National Historic District which protects the character of a special African American neighborhood in Wilmington, DE that was characteristic of housing during the grand American immigration period of our U.S. industrial revolution in the early 1900's.

I also chartered and sailed my 39' Cat Schooner Wind Rose between Marblehead, MA to Naples, FL making one passage in just 12 days. I chartered the boat in both New England and Florida and actively raced the schooner with the Eastern Yacht Club in Marblehead, MA and the Gulf Coast Sailing Club in Naples, FL, on both coasts, finishing once in first place. My sailing Resume is available upon request.

In January 2018 I was instrumental in lobbying Congress to re-authorize funding for the Community Health Clinic System for another two years. This system delivers primary health care to over 27 Million Americans in some 1,400 communities, employing over 40,000 people. The system is a vital source of primary care for low-wage and unemployed Americans, who will never be able to afford traditional health insurance.

More recently, I was instrumental in lobbying the Trump Administration to propose \$50 Million Dollar research and development grant in the 2020 federal budget to fund research for improving neonatal care in the United States. This is a huge pressing and very real problem in our current health care system.