

Chris Ecos – Biography

Chris moved to Wisconsin for a sales job with Toledo Scale shortly after graduating from The Ohio State University with a degree in Marketing. There, he earned a varsity letter on the Fencing team as he picked up a sport he had never seen before attending college. It was an early example of his curiosity for discovery and desire for personal growth.

He later was the Marketing Director for a real estate asset company started by former Green Bay Packer, Bob Long. Chris along with another partner at the company and former Packer, Bart Starr, crossed the country presenting this investment option to financial planners and investors for nearly 7 years.

Chris then joined one of the largest health insurance companies in the world. For over 29 years he was regarded and recognized as a top performer nationally. He was intensely focused on bringing complex administrative, network and clinical solutions to advisors and large employers throughout Wisconsin and beyond. His ability to make immediate connections with people and to make complex concepts relatable drove his success.

Shortly after the passage of the Affordable Care Act. Chris noticed a lack of awareness that people of all ages had about the origins of America's unique employer sponsored health insurance system. His curiosity led him to research it and realize that he too had gaps in knowledge of this history. It was the catalyst for his development of this presentation.

He and his wife reside in the Milwaukee WI area.

An Accident of History: Health Insurance in America – Chris Ecos

National Health Care Expenditures are nearly 20% of GDP and climbing. Recent events like the election of Donald Trump, the murder of Brian Thompson of UnitedHealthcare, the passage of the Big Beautiful Bill and the government shutdown have affected Health care and health insurance. There continue to be many changes in our unique system.

How did we get here? Why is America's employer sponsored health care unlike any other in the world...a system that is often referred to as An Accident of History because there was not a comprehensive strategy to finance it, rather, our system is derived from decisions by the federal government, struggling providers, politicians, activist unions, employers, insurance companies and we the consumers who stood to benefit.

Why should we care?

- National Healthcare is not a new idea...did you know that Federal policy makers have had numerous opportunities to create it for over a century?
- Our employer-sponsored healthcare system evolved from demands of the workers initially but has been reinforced by others for generations since. What were the events that enabled the development of employer-based plans? Can employers sustain the increase in costs going forward?
- There will be more disruption in this Accident of History...It's important to know how we got here to have perspective on what that means for the future of employer sponsored healthcare.

Where are we headed? As we look for solutions in our future, it's important to understand how these actions have created the intended, as well as the unintended consequences...the accidents...that have shaped the unique employer sponsored health care that we have today in America.

Is this the best system in world? Do we have the best healthcare in the world? Our system is very vulnerable right now and it's not working for all Americans. How much more burden can employers endure before the government takes over?

Join Chris as he shares the story of how, for over a century, we have survived the challenges, disruptions and...the collisions...to provide Americans, even with all our issues, what many believe are the greatest healthcare options in the world. It is certain to provide a thought-provoking discussion about the future of our employer-based health insurance coverage.

Why me?

I have been presenting complex concepts to groups my entire career. The past two years have presented at numerous NABIP Chapter annual conferences as well as various benefits organizations and events. In addition, I presented in various offices for broker teams at USI, WTW, Gallagher Benefit Services, R&R, Acrisure (HNI), M3 and Lockton. The reaction has been overwhelmingly positive as experienced brokers reflect on their career and newcomers never had any exposure to this history. I stimulate the critical thinking about the future of our system and how it will affect their careers. It's a force multiplier to gaining credibility in their careers as they then explore the range of topics surrounding AI and Innovation.