

A man with short dark hair, wearing a white collared shirt and a brown and blue plaid blazer, is shown in profile from the chest up, looking towards the left. The background consists of diagonal stripes in shades of grey and white. A dark shadow of the man is cast onto the wall behind him to the left.

Lester Morales

HEALTH BENEFITS EXPERT | PURPOSE-DRIVEN | INNOVATOR FOR CHANGE

Educating employers on
how to offer better benefits
for a better business



— We can't afford our health care

No one seems happy with the current state of employer health insurance. Employees are drowning in healthcare costs and employers are having to keep up with the rising expense of affording employee health benefits. Lester shares his 3-step proven approach to uncover the truth behind why insurance companies don't want to lower their cost and what you can do right now to help change this.



Signature talk

Reinventing the Approach to Health Benefits

There is a better way to approach healthcare costs in a business. Most businesses are doing it wrong and Lester Morales can prove it. He guides business leaders through an education process that helps them understand why the current health insurance system is broken and explains the model that benefits both employers and their employees. The audience will walk away with a clear understanding of the strategies they can use to save 20%+ on their 2nd largest expense while making a positive impact on their organization, employees, and families.



Connect with Lester: 813-784-1519 | Lester.Morales@NextImpactLLC.com

ABOUT

Lester Morales

Lester J. Morales is a true consultant in the human capital and employee benefits arena, currently serving as CEO of Next Impact, LLC, his focus is on innovation and changing the status quo when it comes to employee benefits. Prior to that he served as Executive Vice-President and Chief Growth Officer for Willis' Human Capital Practice, one of the largest insurance brokerages in the world. In this role, Lester led over 200 producers/consultants in 40+ offices as part of a \$350 million practice.

Lester has helped many organizations in your industry go through his new method and save over 20% on their company's healthcare spend.



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Don't continue to do the same thing over and over again and expect different results...there's a better way.

A voice of authority

Lester's contagious energy and natural storytelling ability help him to share complex information in a digestible and engaging way. His unique blend of enthusiasm and expertise have made him a perennial crowd favorite at our conference and a highly sought after thought leader in our industry.

— Paul Wilson, Editor in Chief, BenefitsPro



C-SUITE NETWORK™

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Watch Lester's
Sizzle Reel



Continue the conversation



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