

BUSINESS OF THE YEAR 2020

Winner

EXECUTIVE OF THE YEAR

Scott Hafetz

Hafetz and Associates

Linwood, Atlantic County

www.hafetzandassociates.com

Scott Hafetz began his career in customer service, with 16 years in the casino industry. He then began selling life insurance policies for Corporate Financial Services at The Bellevue in Philadelphia, Pa. After establishing enough knowledge and experience, Hafetz transitioned into health insurance, founded Hafetz and Associates in 1997, and began working the company out of the trunk of his car.

Since then, he has continued leading the company in its mission to be the most successful provider of employee health products and services by offering clients innovative, cutting-edge ideas tailored to meet their specific needs.

Armed with a tech-savvy, forward-thinking, hands-on and service-oriented philosophy, Hafetz has led Hafetz and Associates in tremendous growth. He has also expanded the company's footprint with offices now in Iselin and Florida.

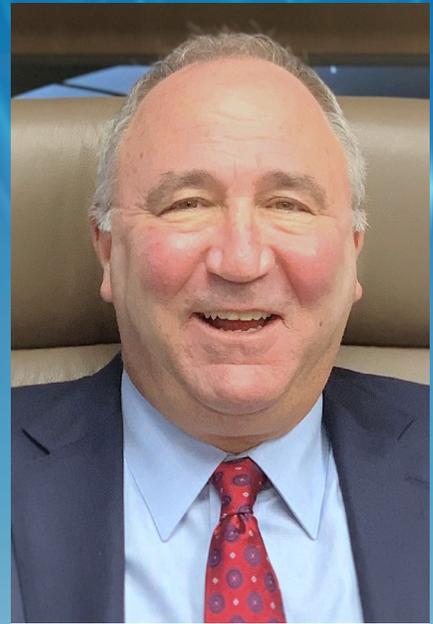
Hafetz has received many awards and recognitions over the years for his proven excellence and industry knowledge. For more than 15 years, he has been awarded the Master Broker status for Horizon Blue Cross Blue Shield of New Jersey. Under his leadership, Hafetz has won 10 consecutive NAHU Leading Producers Round Table Awards;

five consecutive IATW Sponsor Awards; an AFP Southern Chapter Outstanding Corporation of the Year Award; a TransAmerica Leading Producer Award; a Gilda's Club "Thank You" Award; Horizon Blue Cross Blue Shield of New Jersey's Small Group Sales and Retention Top 5 Recognition, and the SunLife MVP Award.

According to Hafetz, his most important accomplishment and continued priority is keeping his staff employed and clients covered throughout these challenging times.

Also passionate about giving back to the community, Hafetz offers free education seminars and services — presently via Zoom — to clients and also partners with local universities, charity organizations, and senior and community centers to ensure individuals approaching the Medicare age are educated on the plans and what may be the best fit for their needs. He also regularly supports charities, donating not only money, but his time, as well.

While Hafetz leads his company in striving to be the industry's best on a daily basis, at the end of the day, his main goal is for the company to remain devoted to family, colleagues and the community.



Scott Hafetz
Owner

Hafetz
and Associates