

### Laurence F. Lee, III, Principal

Larry founded Plan Analysts 30 years ago as a firm dedicated exclusively to designing and servicing employee benefit programs. He graduated from the University of North Florida with a Bachelor of Business Administration degree with Honors. He served in the United States Navy, and has provided meaningful *results-based* employee benefits consulting services to many of North Florida's largest employer groups. He is licensed as a life/health agent in over 30 states and is a member of the Jacksonville Association of Health Underwriters (JAHU), Society of Human Resource Management (SHRM), the Benefit Advisors Network (BAN), First Coast Manufacturing Association (FCMA), and the Florida Health Care Coalition (FHCC). Larry is known for his genuine entrepreneurial interest in the benefits field. He has the knack to foresee challenges which allows him to develop and implement creative solutions. Tenacity in developing solutions to problems, and finding good value for clients, has earned him the respect and loyalty of carriers and clients alike.

### Lynn Turner, Partner/ Client Coordination

Lynn graduated from Eastern Illinois University. Early in her career she spent several years in senior management at large destination resorts. Here she honed her ability not only to coordinate multiple projects, but to do what it takes to see them through. She achieved national honors early in her 8 years as a Senior Account Executive with Principal Health Care where she received a variety of sales excellence awards. She developed strong working relationships with her clients and co-workers becoming a leader in the Jacksonville employee benefits industry. Lynn's reputation as a genuinely concerned and capable professional makes her someone you want on your team. Lynn's main responsibility is coordinating and facilitating the myriad of activities, needs, opportunities and services that affect our clients, carriers and team. Lynn belongs to several local and national organizations such as Benefit Advisors Network (BAN), National Association of Insurance and Financial Advisors (NAIFA), Jacksonville Association of Health Underwriters (JAHU), Florida Health Care Coalition (FHCC), and First Coast Manufacturers Association (FCMA).