



## HICA Senior Executive Team

Our senior staff collectively has over 100 years of health insurance, financial services, employee benefit and insurance broking services experience. This experience allows us to understand the broader employee benefit issues for our clients.

An overview of our corporate health team credentials is included below. We believe that our teams' expertise and commitment to delivery of excellent services is second to none.



**Suzanne Still**  
Founder and CEO

Suzanne Still is CEO and founder of Health Insurance Consultants Australia (HICA). With extensive background in Public Relations and Marketing, she began providing individuals, families, Associations and the Corporate Sector with specialised Health Insurance advice and broking services over 35 years ago. Sue manages key relations with multinational and Australian based organisations and is regarded as the Premier Specialist Health Insurance Broker in Australia.



**Jethro Still**  
Managing Director

Jethro has been with HICA for over 15 years and has been instrumental in overseeing HICA development into Australia's largest privately owned Health Insurance Consulting and Broking firm. In addition to his governance roles and responsibilities, his passion and dedication in the areas of strategic intent, client advocacy and product innovation has built a reputation as a subject matter expert and trusted advisor in corporate health insurance. Jethro has a proven track record for delivering highly effective and sustainable corporate health plan solutions for clients.



**Robert O'Connell**  
Senior Health Insurance Consultant

Robert has a broad financial services and employee benefit background spanning 40 years. The last 18 years have been concentrated in the health insurance industry working directly for health insurers in senior management roles, marketing and distribution, relationship management, consulting and broking services. Robert's broad experience allows him to understand a client's broader employee benefit needs and bring into perspective the provision of corporate health insurance benefits. His accumulated communication skills allow him to deal with the broad spectrum of people ranging from senior management to the shopfloor employee.



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**Leslie Lane**  
General Insurance Manager

Les has held senior management positions with major general insurers in Australia and overseas. He commenced his own brokerage which he operated for fifteen years. Following the sale of his managed other brokerages before joining HICA six years ago. He brings to HICA expertise gained over 40 years in the general insurance industry and outstanding culture of customer service.



**Steve McGuire**  
Senior Health Insurance Consultant

Steve has built his career within the Health Insurance and Financial services industries over the past 12 years. With his most recent 8 years at Bupa, he has gained extensive knowledge of the Domestic, Visitor, Student and Expatriate health insurance markets. Steve has worked with numerous domestic and multi-national companies to implement and manage health insurance and employee benefit solutions whilst also managing broker relationships and earlier in his career mortgage broking and Bank management.



**Berry Treffers**  
Senior International Health Benefits Executive

Berry is a highly experienced Int'l health benefit consultant with proven track record. Strong international network and relationships with major multinationals and consulting firms.

Having worked extensively within the International Human Resources space for nearly 25 years as Principal of the International Health division of Mercer/Marsh and National Manager of the Expatriate Risk division of Willis Tower Watson, designing, implementing, managing and administering medical programs for both domestic and international employees for many of Australia's largest companies.

### Contact Details

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