



For Immediate Release

The Health Plan Adds Scott Dail as a National Sales Executive

WHEELING, WEST VIRGINIA—June 3, 2020— The Health Plan, a health maintenance organization focused on improving the health and well-being of its members, announces the addition of Scott Dail as a National Sales Executive. Under the direction of Richard Legg, SVP of Sales and Account Management, Dail will be responsible for developing relationships with new self-funded groups across the country as well as assisting current groups at renewal meetings and presentations.

Dail has over 10 years' experience working in operations, RFP development and relationship building with brokerage companies and brokers. As a sales associate and advisor for J. Arthur Dail, Inc., he sold customizable platforms for on-site health centers through Cerner's Population Health Management solutions. Dail was also a regional sales representative for American Health Care where he focused on pharmacy benefit management solutions.

"Scott has developed RFPs for Lockton, NFP, SIA and more. He does a nice job connecting with companies and creating longstanding relationships with many C-suite level employers," said Richard Legg, SVP of Sales and Account Management.

Dail has a bachelor of science degree in homeland security from Embry-Riddle Aeronautical University.

About The Health Plan

As one of the largest locally managed care organizations in West Virginia, The Health Plan has a 40-year history of community and charitable giving. From sponsorship of local youth-focused asthma and diabetes camps to college scholarship programs and sponsorships of dozens of community events throughout the region, The Health Plan strives to make a positive and healthy impact throughout the geographic regions that we serve.

The Health Plan (www.healthplan.org) is a clinically-driven, technology-enhanced, and customer-focused health maintenance organization that manages and improves the health and well-being of its members. Established in 1979, the West Virginia-based company, with offices in Wheeling, Charleston and Morgantown, West Virginia and Massillon, Ohio has offered a complete line of managed care products and services

designed to provide health care systems and clients with innovative health care benefits and plans at a reasonable cost across the mid-Atlantic region and nationally.



The Health Plan