

CERTIFIED EMPLOYEE BENEFIT SPECIALIST®

PATRICK GARRABRANT



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Patrick Garrabrant obtained his Certified Employee Benefit Specialist® (CEBS) designation after 2 years of hard work! We sat down to ask him a few questions:

Q: What have you learned in the last 2 years?

A: This was a great reminder of why groups offer benefits. I always think of Employee Benefits as a way of making sure that when your teammate's family has the unexpected happen, all the other teammates don't have to pass a hat in the break room to help. **Employee Benefits can be used as a differentiating tool** when an employer recruits talent or as a gatekeeper to retain key employees.

Q: Why did you find it important to obtain this certification?

A: **I have been in employee benefits for 20 years** and one of the exciting and challenging things is that it's always changing! I wanted a way to verify that not only is my knowledge current but I have access to resources so I can answer questions.

Q: How will you use it to help your clients?

A: In addition to helping run the Employee Benefits team at PGI, I also teach insurance classes to new agents trying to pass their license exams. As a teacher, I take pride in **explaining insurance law** in a way that everyone can understand it.

Q: What is one thing people may not know about you?

A: I am two degrees of separation from Viola Spolin -- the woman who invented improvisational theater and launched Second City in Chicago.