Gary V. Cupo, CLU, ChFC
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BENEFIT SOLUTIONS®
HEALTH INSURANCE & EMPLOYEE BENEFITS

Biography

Gary began his insurance career in 1973. As a Broker/Consultant for a number of Fortune 500 companies, state & national association plans, is considered one of New Jersey's leading authorities on Small Employer Health Reform and Employee Benefits. A featured speaker to many industry associations including: New Jersey Association of Health Underwriters, New Jersey Association of Insurance and Financial Advisors, North Jersey American Society of CLU & ChFC, NJBIA Passaic County ELC, Passaic County Board Of Chosen Freeholders, Tri-County Chamber Of Commerce, Passaic County Division of Economic Development. Appeared on WEVD talk radio 1050 AM and WNYC talk radio 93.9. His firm, Benefit Solutions is known as the Broker's Broker and specializes in Group Health Insurance and Employee Benefit Programs.

- ***Governor Appointed – Health Insurance Producer Representative of the NJ Small Employer Health Benefits Program Board of Directors from 1999 to Present.***

- ***National Association of Health Underwriters - National Legislative Council***
  - ***Mental Health Working Group 2022-2023***
  - ***Employer Working Group 2018-2022***
  - ***Chair-Surprise Balance Billing Sub-Committee 2019-2021***
  - ***Think Tank Winner - Washington, DC 6-12-2020***

- ***State President, NJAHU (1995/1996) (New Jersey Association of Health Underwriters)***
  - ***State Legislative Committee 2020-Present***

- ***New Jersey Business Magazine article February 2017: Health Insurance for Small Businesses Interviewed by George N. Saliba***

- ***New York Times article June 22, 2003: The Rising Price of Getting Well Interviewed by Susan Warner***

- ***2018 NJ Association of Health Underwriters Louis G. Mattei Achievement Award***

- ***1996 National Association of Health Underwriters National Merit Award***

- ***1994 National Association of Health Underwriters American Enterprise Award***

- ***2024 Bishop Kevin J. Sweeney Diocese of Paterson Vivere Christus Award***

- ***Advisor to Allegro New Media CD ROM version (The Clinton Health Security Plan-What it Means, What it Costs)***

- ***Charter Vice-President of Northwest Chapter of NJAHU (New Jersey Association of Health Underwriters)***

- ***Charter member of AHIA (Agents Health Insurance Association)***

- ***Northern NJ Chapter of CLU & ChFC (Chartered Life Underwriters & Chartered Financial Consultants) Board of Trustees 1992-1993,1986-1987***

- ***B.A. Degree-Psychology from Monmouth University in 1973***
  Nominated Most Outstanding Student in graduating class
  Who's Who in American Colleges & Universities 1971 & 1972

- ***Civic Activities include:***
  - ***Board Member of Pathways Counseling Center Inc., Pompton Lakes, NJ 2005-present, Board Chair 2011-2021***
  - ***Passaic County Blue Print for Recovery Task Force 2020-2022***
  - ***Pompton Lakes Chamber of Commerce Member 2013-2016***
  - ***Tri-County Chamber of Commerce Member since 2003, Board of Directors 2011-2020, Board Chair 2018 to 2020***
  - ***Board of Trustee for Passaic/Clifton Mental Health Center 1975-1980***
  - ***Board Member of Mount St Joseph's Residential Treatment Center, Totowa, NJ 1975-78***
  - ***Charter member of Garfield Optimist Club***
  - ***Clifton Jaycees 1974-1976***

- ***Eucharist Minister, St. Mary's Church, Pompton Lakes, NJ***