

Scott Maras is Sales Director for ITG Worldwide. He has primary responsibility for group client acquisition and retention and the ITG team that supports this effort.

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Mr Maras stated that all indicators point to continued growth if accelerated growth for ITG. This means clients from small to large are expected to continue sending people outside their home country to engage in any number of activities from global sales and client service to major mergers, acquisitions, and divestitures. The company expects continued double-digit percentage growth in 2013.

One of several deals ITG is working on includes providing benefits for an employee customer service unit located outside the US that was sold by a previous corporation and acquired by ITG's client.

*"We are creating a customised program that takes into account the employees' benefit expectations and the acquiring company's benefit philosophy and budget allocation,"* commented Mr Maras. *"We recognise our role in helping the client make a smooth transition when such an acquisition takes place. Often we can help overcome some potential*

*negativity related to other aspects of the acquisition by providing a superior benefit package compared to what the employees had before."*

ITG Worldwide serves clients of all sizes. Mr Maras noted that the company's team dedicated to serving individuals and families can sometimes deliver an international travel plan in minutes, but most often these cases can be done in one or two days.

*"Individuals and smaller groups needing long-term benefits can be done in several days or several weeks depending on the size and complexity of risks,"* he said. *"A few very large cases can take months to complete from the initial conversations to final implementation."*

Mr Maras stated that ITG continues to see the most promise delivering solutions to small-group for-profit clients.

*"By this we mean organisations with between two and 20 persons living and working outside their home country for six months or more,"* he explained. *"These organisations can make quick decisions based on current economic factors and want a firm that can move quickly with them."*

*"The international insurance and benefits business is not immune to the ramifications of the US Healthcare Reform law, but so far the impact is not as great or as immediate as it is for benefits professionals who deal entirely in the "domestic" benefits space. And in some respects, the US law is just one of many challenges we deal with when we work across the world and the many dozens of jurisdictions and compliance environments our clients operate in,"* he concluded.



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