

RON WHITE

Personal Profile

Ron White is a business development consultant with over forty years of experience.

Ron's career began in 1975 where he served as an employee benefits sales representative for **TheTravelers** Insurance Co's.in Minneapolis, MN. His first ten years included five promotions and 7-time, National Sales Contest Winner. In 1986, Ron was promoted into sales management. He remained in the country's top ten in personal production while leading the Minneapolis team to the "Distinguished Office of the Year" award. Ron was promoted to Regional Vice President, Midwest Region in 1991.

In 1994 Ron joined **MMI Companies** as Vice President, Sales and further extended his knowledge in healthcare while increasing top-line growth to this Risk Management Enterprise. In 1996, Ron joined **Fortis** and returned to the Twin Cities fully versed in both clinical and financial risk which distinguished him as one of a precious few (healthcare) executives with extensive, business development experience.

In 2000, Ron was hired by **UnitedHealthcare** as Regional Vice President of its Small Business Group providing employee benefits to employer groups of less than fifty employees. In less than six months, Ron was promoted to National Sales Vice President and joined **UHG's**, ELT (Executive Leadership Team). During his two year tenure, top-line revenues nearly doubled. In late 2002, he was asked to join Corporate Marketing & Business Development reporting directly to the Chief Marketing Officer.

Ron left UHG in 2005 to establish his own business development and consulting business, **RC White Enterprises, Inc.** In May, 2008 he contracted his company with GDA, **Growth Development Associates, Inc.** as their Chief Sales Officer, where he focused his vast expertise on business development techniques within the C-Suites of major organizations. In 2015, Ron left GDA to introduce and advance his unique business development expertise.

Ron grew up in Minneapolis and earned his BA from **Gustavus Adolphus College, St. Peter, Minnesota.** He is currently on its Board of Trustees and more recently, Chaired the Budget Committee. Ron also served 6 years on the Board of **Children's Hospitals and Clinics** and **Children's Physician Network; both of Minnesota.** He is married (Sue) and has three daughters; Lindsey, Alison and Sarah. Ron's primary residence is in Las Vegas, while spending considerable time in the Twin Cities.