



Jeannine Marckstein **Managing Consultant, Vice-President**

Jeannine has extensive experience in multiple industries including insurance, healthcare and human performance organizations. Her broad knowledge and expertise in healthcare is further enhanced by her senior level experience with several of the nation's foremost healthcare organizations, including Blue Cross Blue Shield, CIGNA and United Health Care. After several years on the carrier side, Jeannine joined Lockton Companies of Colorado as a benefit's producer.

Jeannine has first hand experience identifying, negotiating and acquiring new business in our industry. Her comprehensive perspective is hand-on; from understanding the critical issues, to generating the right approach, to ensuring that the results are executed in the most effective manner.

After 25 years in our industry, Jeannine joined DeLaPorte & Associates, Inc. parlaying her sales and sales training experience within this organizational development firm. In addition to her focus on new business, Jeannine skillfully manages multiple accounts, is a passionate project leader and stays current with the latest industry changes, which allow her to appreciate today's business challenges.

Jeannine's innovation and dedication have allowed her to work domestically and internationally with firms such as, Capital One, Countrywide, Adidas Taylor Made Golf, Celanese, General Dynamics and Lockheed Martin.