

Silverman Benefits Group principal chosen as a Top 20 'rising star'

Eric Silverman, principal and owner of Bel Air-based Silverman Benefits Group, has been selected as one of 20 up and coming "rising stars" among employee benefit advising professionals under age 35.

"I am extremely fortunate that I was introduced to the employee benefits industry at such a young age. I was a student at Towson University looking to make more than minimum wage and most 19-year-olds had very different things on their mind than I did. I simply wanted to find an internship so that I could gain valuable professional experience that could be beneficial long term. Little did I know that the experience I would garner would lead to a career in the insurance business," Silverman said.

Because of the internship opportunity that was available to Silverman at such a young age, since inception, Silverman Benefits Group has been providing internships to college students as a very large and significant long-term growth strategy.

"College kids just need to be given an opportunity to become 'young professionals.' I can relate to a student trying to gain experience and cut their teeth in uncharted territory since that was me when I started. I've never met anyone, including myself, who's ever woken up one day and said 'I want to be in the insurance business when I grow up.' Those words just don't ever come out of someone's mouth. Insurance isn't exactly the most attractive industry that gets the most positive attention, let alone from a college student, but I believe that with the quickly changing and ever-evolving insurance and employee benefits landscape, there has never been a better time to enter this space as a young professional. After all, with the Affordable Care Act, there is a constant national and local spotlight on our industry every single day," he said.

Speaking about this honor, "in an industry heavily dominated by national insurance brokers, it's extremely exciting to be selected so we can show the local community that they don't have to take their business outside of the Baltimore area to ensure exceptional advising and superior service. The fact is, my national



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recognition as a 'rising star' in benefits advising is more of a reflection of our entire firm than it is just me alone. I am only one person and without our amazing interns, career agents and managers, as well as our local and national partner relationships, I wouldn't have anything at all. I am very thankful to my entire team, our client base, and to Employee Benefit Adviser Magazine for including me in this year's highly acclaimed list of young rising star advisers and I'm ecstatic about the future of our industry."

Silverman Benefits Group, "The Brokers Broker," is an independent insurance agency specializing in helping employers of all sizes and industries improve their employee retention at zero cost to their bottom line, while achieving significant tax breaks. This is accomplished through the use of employee funded voluntary supplemental insurance benefit programs offered at the employer's work-site. SBG is licensed to do business in nearly every state and has been locally owned and operating successfully since the early 2000s.

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