



Advantage Health Plans Trust Welcomes Scot Long as the Newest Trustee.

Who is Scot Long?

Scot Long is the President at The First National Bank of Sterling City, Texas. With over thirty-five years of experience under his belt, Scot knows what it takes to be a leader. He has served the people of Sterling City, Texas, with integrity and care, becoming a shining example of Texan pride and determination.

When the COVID-19 pandemic first started, Scot led his team through the tumultuous times using his years of experience serving his community. His leadership and expertise are what make him a great pick as the newest Trustee at Advantage. The role of Trustee for Advantage comes with an expectation from his fellow bankers that Scot prudently manages the Plan assets, focusing on keeping costs low for the membership and structuring a health plan that reflects community bankers' needs and desires. Scot has been a banker his entire life; he knows the job, and he understands what challenges people like him are facing. Most importantly, Scot knows bankers because he is one. We are excited to welcome Scot to the Advantage Board of Trustees!



A Greater Advantage.

What does the future hold for Advantage? With a global pandemic and other community concerns, it is now more important than ever to remember why Advantage was created in the first place; as a simple, predictable, and transparent plan to help community banks reclaim control of their health benefits. Advantage is a constellation of over 100 banks flexing their healthcare purchasing power, offering protection from the rising rates, and increasing pricing perplexity. Advantage has been the community bankers' health plan of choice for more than 40 years and continues to offer real solutions to contain healthcare costs for community banks.

What does Scot Long have to say about Advantage?

Scot believes that Advantage is a perfect fit for community bankers like him. Scot says that Advantage fundamentally changed the conversation about healthcare in his bank, stating, *"They care about educating our employees; it's the best plan we've ever been on!"*

Education is an important part of what differentiates Advantage from competitors. Advantage helps strengthen the Trust by informing the community, providing resources for locating reasonably priced healthcare providers while offering incentives and improved benefits for making value-based healthcare buying decisions. Transparency and education are the cornerstones of the Advantage philosophy, and when utilized effectively, the results speak for themselves. Scot further states, *"I'm hard to impress, but I was impressed with Advantage Health Plans."* Scot believes that Advantage is doing something different than the other more traditional insurance companies, and he believes that it is this distinction that places Advantage ahead of the rest. *"Advantage is innovative and forward-thinking. We've got to look forward, not backward, at what happened yesterday."*

Please join Advantage in thanking Scot Long for his service to Advantage Health Plans.