

WHO's WHO in Health & Commercial Insurance

Kevin Arnstein

Cook, Hall & Hyde



Kevin M. Arnstein is managing director at Cook, Hall & Hyde, a provider of commercial and personal insurance, employee benefits and risk management services.

Arnstein has more than 30 years of experience of managing the insurance needs of a wide range of businesses and nonprofit organizations.

Arnstein joined Cook, Hall & Hyde in 2003 when his health insurance brokerage firm, Nuzzi & Arnstein in Melville, merged with the agency. Prior to this, he served as a principal in another group health brokerage firm, Leo & Arnstein in Plainview, and was director of

sales for Blue Cross in NYC.

Arnstein has helped Cook, Hall & Hyde achieve significant growth, market expansion and valuable industry relationships. Today, Cook, Hall & Hyde is one of the top five Long Island brokers and among the nation's largest 100 brokers as ranked by Business Insurance magazine (July 17, 2006). With more than 100 employees, the agency has achieved a 10 percent compound rate of growth over the last several years and has expanded its facilities to include a new 20,000-sq.-ft. office in Melville. The agency also has offices in East Hampton and NJ.

Leading the group health department and a team of 16 staff members, Arnstein serves clients specifically in the areas of medical plans, dental plans, life insurance, long term disability, voluntary plans, as well as health savings accounts, health reimbursement accounts and flexible spending accounts.

In addition to the standard medical, dental and disability products, businesses should be looking at voluntary products including vision, legal and long-term care, as well as consumer-driven health products like Health Savings Accounts, Health Reimbursement

Accounts and Flexible Spending Accounts, Arnstein said. "All of these products represent a real win-win for employers and employees alike," he said. They are responsive to individual employee needs, giving them access to Fortune 500 benefits without creating a financial burden on employers."

Under Arnstein's initiative, the agency recently became the exclusive Long Island broker for United Benefit Advisors (Indianapolis, IN), an alliance of the nation's premier independent benefit advisory firms.

Arnstein serves on the advisory board of Genworth Financial, one of the largest insurance and financial services holding companies in the US. He is also a frequent speaker and an active member of the community who supports many nonprofit organizations.

Arnstein earned a bachelor's degree in physical education from Dalhousie University (Halifax, Nova Scotia) and a master's degree in public health and administration from CW Post Campus of Long Island University in Brookville. A certified health consultant, he also holds NYS life and health insurance licenses, as well as Series 6 and 63 licenses.