

# PINNACLE AWARD WINNER

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## **MARYANNA TRUTANICH, RHU®, CHRS®**

President 2019-2021

California Agents & Health Insurance Professionals - Orange County (CAHIP-OC)

MaryAnna began her career with Kaiser Permanente back in 1991 as a pharmacy clerk, working the 6 pm-12 am shift. That position lasted about 8 months and she wanted out.

Her next journey with Kaiser Permanente was at the Appointment Center in Harbor City. This was the best experience she had in all her positions while at Kaiser Permanente. It was such a tight-knit family; it took one person to leave, and the domino effect occurred.

MaryAnna then became the Employee Services Specialist at Bellflower Medical Center. She developed and implemented all employee recognition programs, the Employee Club, and the Annual Service Award Program. She also managed the Summer Youth Program, hiring 25 students to work in various departments, and held weekly classes.

MaryAnna's Kaiser Permanente journey continued as she got a taste of sales when she applied for and secured the Inside Sales Associate position for the newly organized Small Business Unit. At that time, Kaiser Permanente just introduced commissions to the broker community. This is when her career changed. MaryAnna has always said, "Once I got a taste of sales, I'm not leaving.", and she didn't. Her career in sales began in 1996, earning her a Life Agent License, and she never looked back. She then served as a Broker Sales Operations Manager and Senior Broker Sales Executive II.

MaryAnna earned her RHU in 2010, HIP in 2012, and CHRS in 2013.

MaryAnna's career made another change when she became a member of the Orange County Association of Health Underwriters in 2000. Maggie Stedt motivated her to take a leadership role, which included joining the Board of Directors. In Maggie's words, "You've got the bug kid". Her first position was VP of Professional Development then President-Elect, and finally as President for two years, one of them during COVID. In her opinion, "I had the best board, ever!"

In 2022, MaryAnna retired from Kaiser Permanente after 44 years. She is not finished. She is currently the New Sales Account Manager for CHOICE Administrators and loves every minute of it!

Thank you to the Pinnacle Award Nominating Committee. MaryAnna is honored to receive this prestigious Chapter Award!