

PRESS RELEASE: *Employee Benefit Advisor Names* Chris Caldari as a 2019 Rising Star in Advising Honoree

By Corporate Synergies
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CAMDEN, NEW JERSEY – January 31, 2019 –

Chris Caldari, Benefits Consultant for [Corporate Synergies](#), a national insurance and employee benefits brokerage and consultancy, has been named by *Employee Benefit Advisor* (EBA) as a 2019 Rising Star in Advising.

Caldari is one of 20 standout benefits advisors and consultants named to this year's class of Rising Stars by the EBA editorial team. Honorees range in age from 26 to 35 years old; at age 26, Caldari is the youngest winner.

"These young advisors ... represent a new generation of leaders from around the country who are tackling the issues of [wellness](#), healthcare and new benefits offerings with new perspectives," EBA said in an announcement.

In 2018, just three years after joining Corporate Synergies, Caldari earned the No. 3 producer spot in the company's New York region. Caldari, who identifies as an entrepreneur, leverages social media (in particular, LinkedIn) to find business opportunities and research prospective clients. Seventy percent of the new clients he brought in last year resulted from cold-calling.

"My strategy is consultative," Caldari said. "I invite my clients to look beyond the stereotypical boundaries of employee benefits solutions and consider innovative strategies to improve their programs. An employer's healthcare benefits investment is a capital allocation that deserves the same supply chain cost-containment strategies as the rest of the business, as well as supervision of individuals with profit and loss responsibilities."

“We are pleased that *Employee Benefit Advisor* chose to recognize Chris Caldari for his unique approach to finding and advising new clients,” said Steven Schwartz, New York Regional Vice President. “He’s a great asset to our local team of benefits professionals.”

[Benefits consulting](#) is Caldari’s day job; at night he is Adjunct Professor of Business at New York’s City’s Berkeley College, where he teaches classes and shares his entrepreneurial skillset and consultative techniques with inner city students.

About Corporate Synergies

Corporate Synergies is a national insurance and employee benefits brokerage and consultancy. The firm delivers strategies that control costs, relieve administrative burdens and mitigate risk. Its experts develop a deeper understanding through established listening posts in all areas of their competencies, fueling the ability to better execute. The company operates from five U.S. locations, including the headquarters in Camden, New Jersey, and regional offices in New York City; Melville, New York; Bethesda, Maryland; and Orlando, Florida.

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