



## Leader in Action 2013

# Robert W. Hillman

*President & General Manager  
Blue Cross Blue Shield, Indiana*

**April 10, 2013 — 2 p.m.**

*Scott College of Business — Federal Hall 223  
Reception immediately following*

*Sponsored by:*



## “The Power of People: Achieving Success By Building Strong Relationships in the Workplace”

### About Robert Hillman:

A 30-year veteran of the health insurance and managed care industry, Robert Hillman in 2007 was named President and General Manager of Anthem Blue Cross and Blue Shield in Indiana, the largest health benefits company in the state, with nearly 4,500 associates serving more than 3 million members.

Prior to becoming Anthem's president, he held various sales and operations management positions, including Vice President of Sales for Acordia Financial Industry Benefits; Vice President and Chief Operating Officer for Acordia of Northeast Indiana; Regional Sales Director for Anthem Blue Cross and Blue Shield in Indiana; and Regional Vice President of Anthem's Large Group Sales.

Hillman serves on the board of Special Olympics of Indiana, United Way of Central Indiana, the Greater Indianapolis Progress Committee, Indianapolis Chamber of Commerce, Develop Indy, Central Indiana Corporate Partnership, and the Indianapolis 500 Festival Committee.



- The importance of relationships
- Pushing the needle upward
- Customer Service and Integrity
- Delivering on promises
- Measuring performance

***“Our Leader In Action Program attracts top-level executives to the Scott College to share their expertise with our students and the community-at-large.”***

*Dr. Brien Smith, Dean*



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