

Tera Clizbe -Vice President of Business Development, HMC Companies

Tera Clizbe is a licensed California Insurance agent. She attended the University of California, Berkeley where she majored in American Studies and Labor relations. She is an active member of the Coalition of Organized Labor and holds a seat as a Health Care specialist to the organization. With more than 15 years in the Labor and Trust field, Tera is an expert in sales, marketing and renewal strategies as well as delivering a hands on approach to day to day Account Management.

Her prior experience includes holding the position of Director of Sales and Services for Health Net of CA, Labor and Trust division where she was responsible for client retention, new sales and overseeing the operations of the sales and service team. Prior to Health Net she worked as a benefits consultant for various large, non-profit accounts with labor contracts. Her experience continues to be a valuable asset to her understanding and forward thinking in working with our joint labor/management book of business.

Tera has successfully worked with various Trusts, Administrators, Consulting Firms, Unions- and ultimately the members themselves - to deliver quality health management programs. She is a specialist in the joint labor/management field. Her responsibilities include an understanding of products, operations and development of new Sales opportunities, implementations, and reporting on group specific service plans to develop and create an integrated health management solution for our clients.