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Ross I. Arsenault is the vice president and practice leader for Benefit Plan Administrators (Atlantic) Limited. He has over 20 years of experience with group benefits insurance at two of the largest insurance companies in Canada, where he worked as a new business underwriter, handling major accounts, including union trust benefit plans, and as a sales and marketing representative in the group benefits department. Later, Arsenault was successful in creating his own position with a large western-based third-party administrating organization, where he spent four years as the Atlantic regional vice president of group marketing and sales. He has spent the last ten years with Benefit Plan Administrators managing multi-employer union trust funds. Arsenault is also an instructor for the Foundations of Trust Management Standards (FTMS®) course and has served as an educational program moderator for the International Foundation. He obtained his CEBS® designation in 2014 and has sat as a member of the Foundation's CEBS Committee.