



Nick Johnston

**IMA Financial Group
Account Executive
Wichita, Kansas**

Nick Johnston is an account executive at IMA, Inc. in Wichita, Kansas. He is responsible for managing mid-market clients with an emphasis on the public sector industry. His book of business encompasses clients with varying funding structures, from fully insured to self-funded arrangements. He has been with IMA for just over six years. As an account executive, he partners with clients as the lead strategist focused primary on long-term and short-term initiatives. He leverages data and analytics to help clients navigate rising health care costs and identify cost-savings opportunities. He's committed to understanding each client's unique culture, tailoring a benefits package that enhances the employee experience and aligns with the employer's individualized needs and goals. Prior to his current role, he served as a senior-level benefits analyst, where he gained expertise in complex self-funded plans. His analytical skills were instrumental in identifying trends and inconsistencies as well as supporting clients in underwriting and funding of their health plans. In 2021, his contributions were recognized by the *Wichita Business Journal*, featuring him as an up-and-coming professional in financial services. Nick received a bachelor of science degree in finance from Kansas State University.