

ADVISORY COUNCIL MEMBER
WILLIE ALEXANDER



Willie J. Alexander is Principal and President of W. J. Alexander & Associates, P.C., a full-service employee benefits consulting, property & casualty, and insurance brokerage firm. Mr. Alexander began his career playing defensive back for the Houston Oilers from 1971-1980. His entrepreneurial skills were developed after seven years as a lead broker for several major insurance companies specializing in life insurance, group health insurance and estate preservation.

He established the firm in 1981 and expanded his expertise and service to employee benefits consulting in response to business clients' need for an optimum mix of insurance coverage and cost containment measures. He has more than 33 years work experience in group health and welfare benefits, specializing in proposal and renewal processes, benefit analysis, plan design, implementation and marketing group insurance products, and business continuation. His clients include multi-state and international employers of all sizes in diverse industries, with as few as 25 and as many of 30,000 employees.

As an active participant in industry, business, and civic associations, Mr. Alexander volunteers countless hours to charitable and civic organizations and is a member of various boards. He currently serves on the board of Amegy Bank of Texas, as well as the boards of Texas Children's Hospital, Texas Workforce Commission, Pro-Vision Charter School, Cyvia and Melvyn Wolff Family Foundation, The 100 Club, Texas Southern University Foundation, Texas Southern University Jesse H. Jones School of Business Advisory Council. He currently chairs a \$1.25 million scholarship campaign for the Texas Southern University Jesse H. Jones School of Business. He has previously served as Vice Chair of the African-American Community Campaign for the United Way of the Texas Gulf Coast, and was corporate campaign Chairman for the United Negro College Fund and Houston's Ensemble Theatre. He is a former President of the Ronald McDonald House, the Harris County Heritage Society, and The Houston Forum Board of Directors and is past chairman of the Greater Houston Partnership Member Services Committee.

Willie is a Chartered Life Underwriter (CLU) with a bachelor's degree in business administration from Alcorn State University; and a licensed agent for Group I insurance and health maintenance organizations. He is considered a role model by business associates, former teammates and coaches, and by all those who hope to make Houston a better place to live. In 2007, he published his first book entitled, *Entering the Promised Land* and in 2012 his second book entitled, *The Real Story of Creation*.