

## **NFP, an Aon Company, Acquires Salus Group, Expanding Its Employee Benefits Offerings for the Middle Market**

*The acquisition will add to NFP's already strong presence in Michigan*

**New York, Dec. 17, 2024** – NFP, an Aon company NYSE: AON), and leading property and casualty (P&C) broker, benefits consultant, wealth manager and retirement plan advisor, today announced its acquisition of Benefits Partner, LLC dba Salus Group, an independent employee benefits consulting, brokerage and administration firm based in Sterling Heights, Michigan. Michael Brillati, CEO of Salus Group, will join NFP as senior vice president and report to Michael Schneider, president of NFP's Central and West regions.

“I’m thrilled to welcome Salus Group to NFP and continue our investment in Michigan, which is a high-growth market and significant opportunity for NFP,” said Schneider. “Michael and his team will add additional scale and talent to our existing presence, bringing a strong track record of building trust and cultivating relationships with clients throughout Michigan and expanding their benefits services across the country. Their expertise and unique service portfolio, and the diverse mix of businesses they serve, will strengthen NFP’s already robust benefits offerings in the state and help us deliver additional value to employers.”

Adding Salus Group follows a number of strategic acquisitions, including Cambridge Consulting Group in 2018, which established NFP’s strong presence in the region. Brillati will partner with NFP’s Michigan market leaders, Dan Cornwell and Cam Kennedy, to drive growth and elevate one of NFP’s largest Central region market segments. NFP sees these combined efforts as critical to enhancing their ability to serve clients and expand their market reach.

Salus Group was founded in 2005 as an employee benefits consultancy for credit unions. They have since expanded their client portfolio with a particular focus on middle-market employers, including those with unionized workforces. With a base in Michigan, Salus Group works with clients nationwide, with a particular focus on clients in Florida, Georgia and Alabama.

“Joining NFP is a great opportunity for our team and clients,” said Brillati. “I’m proud of our growth and success and the impact we have on our clients, and as part of NFP, we will do even more with access to their diverse capabilities and solutions. We’ve been in business for nearly two decades and this next chapter will see us bring additional value and insight to businesses across the country.”

### **About NFP**

NFP, an Aon company, is an organization of consultative advisors and problem solvers helping companies and individuals address their most significant risk, workforce, wealth management and retirement challenges. We are more than 7,700 colleagues in the US, Puerto Rico, Canada, UK and Ireland serving a diversity of clients, industries and

communities. Our global capabilities, specialized expertise and customized solutions span property and casualty insurance, benefits, wealth management and retirement plan advisory. Together, we put people first, prioritize partnerships and continuously advance a culture we're proud of. Visit [NFP.com](https://www.nfp.com) to learn more.