

Lights Out, Team

When I was in the 6th grade, I had a very exciting baseball moment. My team, the Cardinals, was in the playoffs. The score was tied at the bottom of the last inning. I was in right field, and the bases were loaded with two outs. A fly ball came to me, but, because the sun was in my eyes, the ball hit me square on my forehead and knocked me out. We lost the game, and all I remember is that the sun was in my eyes. I was taken to the emergency room for treatment.

What propels physician and executive Ray Morales to succeed? Quite simply, his family. “My wonderful family keeps me grounded, and it is the love and support from them that drives me,” he explains.

The regional vice president and national medical director for Anthem National Accounts for WellPoint, Inc. was a physician in private practice before joining the company as an executive. WellPoint, Inc. is the largest healthcare company in the nation, serving more than 34 million members in 14 states. Morales, a consultant to large national employer groups, provides clinical account strategies and ensures excellent customer care and service.

Morales’ professional and personal code of conduct stems from his grandfather, Joe Garcia. “He came to the United States from Mexico at age 15 and became an icon in the Hispanic community,” says Morales. He says his grandfather instilled the value of giving back to those in need and remaining connected to his Latino community.

Morales takes this lesson to heart and attributes his career in medicine to his grandfather. His role with Anthem gives him the tools to help people make the right health choices for themselves and their families.

Morales has the full support of his Eagle Award nominator, Davis Casey, vice president of talent management, who is also a past Eagle Award recipient. “When you talk with Ray about the work he does and the role Wellpoint plays in transforming healthcare in America, it does not take long to get a sense of the energy and passion he has for this work,” Casey says. “From ensuring that every community member is aware of their healthcare options



Ray Morales, M.D.

“From ensuring that every community member is aware of their healthcare options to working to educate parents on coverage options for their children, Ray’s commitment and compassion shine through.”

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Committed to ensuring the accessibility of information for all, Morales helped launch the company's website targeted to the Spanish-speaking population. "The web tool," explains Morales, who is bilingual, "is used to identify and engage that segment of the population and change their behaviors toward a healthier lifestyle." He says he has learned that making things simple helps him to influence, educate, inform, and empower WellPoint's consumers to make healthful choices. He goes on to say that his impact on the company has helped build trust, long-term relationships, and best-in-class service and consistency. Within a short period, those trusting relationships have enabled Morales to stage a forum that focuses on emerging issues and problem solving with the company's Fortune 100 employer group—a group of corporate medical doctors.

With regard to community involvement, Morales is most proud of securing company financial support for the Dan Hernandez Youth Foundation, which helps decrease the number of uninsured children in California. Hernandez, a well-known angler with a national television program, partnered with WellPoint to connect fishing with enrolling children in the state's Medicaid program. The first event attracted 500 children, and the program has grown successfully, thanks to WellPoint funding, ever since.

"Creating the first-in-the-country program combining fishing and children drew the attention of ESPN2, who filmed our program in McArthur Park," explains Morales. "This was a huge success for the children and their families in California."

It was a natural collaboration because Morales is passionate about ocean fishing. "My personal best was a 224-pound yellow-fin tuna caught at Magdalena Bay in Mexico," he boasts. "Fishing brings peace, comfort, humility, and plenty of big-fish action to help balance my life," he says.

CareerFOCUS Magazine[™] and the National Eagle Leadership Institute[®] salute 2007 Eagle Award winner Ray Morales.

Nominating Company

WellPoint, Inc.

Current Position

Regional Vice President,
National Medical Director-Anthem
National Accounts

Professional Milestones

- Leadership and Recognition Award, California Latino Medical Association
- Advocacy Award, California Latino Medical Association
- National Medical Fellowship

Community Leadership

Dan Hernandez Youth Foundation

Leadership Principle

Build long-term relationships and trust.

Education/Training

- School of Medicine, University of California-Irvine
- MBA, University of Phoenix
- Fire/Casualty Broker/Agent, Los Angeles Broker School
- Association of Corporate Contributions Academy

Birthplace

Los Angeles, CA

Current Home

Marietta, GA

The Leadership Promise at WellPoint

WellPoint leaders impact our organization by living our values, inspiring our associates, and delivering results that have the potential to transform our entire industry.

High performers at WellPoint are recognized and rewarded with challenging assignments and opportunities for personal and professional development.

Internally, leaders are developed through our Executive Excellence program and mentoring relationships. Programs like HIPP (Health Insurance Professionals Program) and LEAD (Leadership Enrichment and Associate Development) also serve as internal career-accelerator programs for our future leadership. Externally, we continue to identify new, high-potential, diverse talent for our company through association partnerships with groups like NBMBA, NSHMBA and The Consortium.

At WellPoint, we know that the strength of our leadership will be the driving force in achieving our vision of becoming the most trusted choice in health care and a leader in affordable, quality care.