



Broker Change Leads To Better Results

The Issue

A mid-sized group prospect was unhappy with their current broker and looking for a change. They thought more could be done to help control their employee benefit budget and were looking for guidance. They came to us with a 17% health insurance renewal.

Our Solution

Our team met with the business owner and Human Resource Director to review the following:

- The corporate goals and philosophy regarding employee benefits
- The benefit structure and costs of their present programs
- Options for cost containment strategies
- How to integrate wellness into their benefits portfolio
- Methods for better communication of the benefit programs to employees

Impact/Results

The customer was pleased with our presentation and elected to move forward with us as the new broker. We immediately made some changes to their current program, added two more health plans (including an HSA program), modified the employee contribution schedule, installed a wellness program and provided the employees with a selection of voluntary benefits. We were not only able to reduce their overall health insurance increase to 12% (saving them over \$30,000), but the client was also able to pay for the wellness program through the savings in their ancillary programs, which we were able to procure by moving them to another carrier.

Our team works within a carefully developed process, refined over many years to assure maximum results and your satisfaction in our performance. To see how this can benefit your company, contact us now at...

Edward T. MacConnell CBC, CHRS, Total Benefit Solutions, Inc.

(215) 355-2121 | edmac@totalbenefitsinc.com

