



**Innovative solutions for your business**

# BENEFIT STRATEGY

- **Our Clients generally endeavor to provide a benefit program that strikes a balance that is valuable to the employees while remaining cost effective for the corporation itself.**
- **The Program should provide choices that allow employees to understand their risk , cost and choices.**
- **Since benefits are a challenge to communicate and understand, the program will provide benefits counselors to help employees tailor a program that fits their needs and budget.**
- **The Program should provide a strategy to contain cost over time while empowering employees to consider healthier lifestyle choices .**
- **The benefit program should consider mitigation factors in the Workers Comp Program.**





# STRATEGY



Providing you with a full range of customizable benefits tailored to the needs of each employee while respecting your company culture and budget



# OUR STRATEGY

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- Each employee is empowered to customize their personal benefit package with the assistance of a professional **Non-Commissioned Benefits Counselor** paid by BBS.
- This custom tailored approach to benefits allows the Employee to design a program based upon need, budget and family size as well family history.
- The employee can choose from the following menu to design a shield of protection:
  - **Disability Insurance**
  - **Accident Insurance**
  - **Life Insurance**
  - **Critical Illness Insurance**
  - **Cancer Insurance**
  - **Medical Bridge**
  - **Medical Insurance**
  - **Wellness Solutions**



# TYPICAL BBS “DEDUCTIBLE BUSTER”

## CASE:

44 year old male.  
Had a heart attack while driving and had an accident. He stayed 14 days in the hospital and had by-pass surgery for a cost of \$360,000

	Silver Plan
Deductible	\$2,000
Co-insurance	70%
Maximum out of pocket	\$6,850
Hospital per day and admission /fracture Accident	\$10,350
Critical Illness	\$10,000
Payment to employee	\$20,350
<b>NET GAIN TO EMPLOYEE</b>	<b>+\$13,500</b>

# CONCLUSION

- The strategy of capping cost to a flat dollar amount, while providing options, encourages employees to make educated choices.
- Adopting and expanding risk mitigation tools for workers comp may avoid unwanted claims.
- Allowing the employees to build a program that is tailored to their needs will create a better understanding of the benefits as well as a greater appreciation of the value .
- These strategies strike the balance of providing a robust program while containing cost and encourage healthier behaviors.