

Preferred Benefit Solutions @ Work

Business Strategies for Workplace Marketing

Objective

Enhance corporate profits by delivering an employee benefits and benefits communications program that is comprehensive, consistent, customized and exceeds that of other local employers

Benefit from our Services

- **Increase the “*return on investment*” in employee benefits**
 - **Provide a *needs analysis* for each employee**
 - **Help employees to customize benefit choices**
 - **Create tax savings through S. 125**
 - **Customize *benefits messages***
 - **Act as an extension of HR department**
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Current Environment

- **One-size fits all**
 - **Limited access to quality benefits counseling**
 - **Benefits are the second most often stated reason why employees stay or leave**
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PBS's Solution

PBS will educate your employees on the benefits they have as well as the cost associated with providing them. This includes government mandated benefits, employer provided and employer/employee shared cost plans and paid time off.

Problem

- **Average cost of benefits per employee is \$14,040***
- **Employees perception :**
When employees were asked in a survey setting, *“What do you think your employer spends to provide benefits for you,”* the most common answer was **\$3,500!**

* U.S. Chamber of Commerce

The Solution

- **Benefits Education... This will positively impact:**
 - **Retention**
 - **Morale**
 - **Recruiting**
 - **Productivity**
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PBS's Solution

- **Employees receive easy to understand explanations designed to help them make intelligent benefits choices.**
 - **There is no pre-set product or Carrier bias.**
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Available Voluntary Benefits

- **Disability income:**
 - **STD/LTD**
 - **Whole life**
 - **Universal life**
 - **Term Life**
 - **Cancer**
 - **Accident**
 - **Dental**
 - **Vision**
 - **Critical Illness**
 - **Mini-Medical Plans**
- Group Voluntary Plans:**
- **STD/LTD**
 - **Term Life**
 - **Cancer**

How Employees Benefit

- **Increased knowledge of existing benefits**
 - **Convenience of benefits counseling at the worksite**
 - **Expanded list of benefits from which to choose**
 - **Benefit of using payroll deduction**
 - **Employees receive an annual update**
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How Employers Benefit

- **Competitive edge in the market**
 - **Level of benefit plans that meet or exceed others in the industry**
 - **Help control costs associated with providing benefits**
 - **Ability to add benefits at no additional hard-dollar cost**
 - **Customization of communication messages**
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How Employers Benefit

- ❖ **Help redirect employees attitudes regarding benefits**
- ❖ **Impact turnover**
- ❖ **Enhance recruiting**
- ❖ **Improve morale**

Bottom Line: it takes three months to replace one employee.

Employers should offer voluntary benefits as a no cost employee retention tool.

Human Resource Enrollment Reports

- **Employee Benefit Report**
 - **Product Report**
 - **Employee Group Report**
 - **Enrollment Summary**
 - **Health Coverage report**
 - **Not Seen Report**
 - **Payroll Deduction**
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Quality Controls

- **PBS's reputation**
 - *Simplified Needs Analysis*
 - **Benefit Profile**
 - **Salaried Field Support**
 - **Administration**
 - **Electronic enrollment**
 - **800# support**
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PREFERRED BENEFIT SOLUTIONS, LLC

Building Employee Loyalty & Retention One Benefit at a Time

PREFERRED BENEFIT SOLUTIONS
and **YOU**

A winning Partnership!
