



69% OF EMPLOYEES
SAY HAVING A WIDER ARRAY OF
BENEFITS WOULD
INCREASE
LOYALTY TO THEIR EMPLOYER.

Statistic Source – Metlife Employee Benefit Trends Study

EMPLOYEE BENEFITS ARE AMONG
THE TOP 3 REASONS MILLENNIALS
& GEN X'ERS LEAVE THEIR JOBS.

Statistic Source – LinkedIn



BENEFITS BROKERING AND ADMINISTRATION

When it comes to employee benefits brokering, are you ready to say goodbye to multi-vendor relationships and hello to an efficient, cost-effective approach to running your business and securing competitive benefits package rates for your employees?

As a team of licensed brokers, LBMC Employment Partners offers top-to-bottom employee benefits brokering services. Through our full-service brokering options, we can provide companies with access to the most competitive benefits package rates available. Our team eases the burden of benefit selection, enrollment, education, compliance, and administration, allowing you to focus on running your business.

Additionally, our full-service approach to your employees' well-being includes facilitating the navigation, management, development, and implementation of a customized wellness program. Even better, our payroll clients who also receive benefits brokering enjoy a seamless integration between payroll and benefits activity.

“*The results were immediate. The financial savings were vast. But, the peace of mind that comes from being a partner with LBMC Employment Partners is priceless.*”

—Owner of a Chattanooga Jewelry Store

LBMC EP's Benefits Brokering Services include:






- Negotiation of Contract Variables & Rates
 - Contract review of all plans proposed
 - Comparison of rates to current and proposed group products
 - Identify key components affecting rate increase/compare to market and current plans
 - Review utilization data
- Reconciliation of Billing Statements from all Benefit Providers
 - Assist with reconciliation of group benefit products that we broker
 - Provide reconciled statement to client
 - Address issues impacting enrollment and/or collection of premium
- Assist in Administration and Communication of all Brokered Benefit Plans
- Employee Benefit Advocacy Service for all Eligible Participants
- COBRA Administration (when applicable)
- Limited access to Employee Navigator, our online enrollment tool

7 EXPECTATIONS OF A BENEFITS BROKER

- Communicate and educate employees on brokered benefits, as well as assist with the enrollment process.
- Provide access to an online benefits administration and enrollment tool.
- Provide Advocacy Services that help employees navigate the healthcare system.
- Provide COBRA and Section 125 plan administration, including COBRA notices and reconciliation of premiums. Section 125 plan documents offered at an additional fee.
- Assist in monthly billing reconciliation for all brokered benefits.
- Market, review, analyze, and propose competitive plans at renewal.
- Strong market knowledge.

SWITCHING EMPLOYEE BENEFITS BROKERS

MYTH vs. FACT

Switching employee benefits brokers is complicated.		It only requires a Broker of Record (BOR) form telling your insurance carriers that you're partnering with LBMC EP.
I'll have to change my carriers or my medical, dental, vision, or other benefit plans.		Submitting a BOR form to your insurance carrier does not change your benefits or revoke your service with that carrier.
I have to wait until a particular time of the year to change brokers.		You can switch brokers at any time and begin working with LBMC EP as soon as you're ready.
It costs more money to switch brokers.		The switch is cost-neutral, and LBMC EP may provide some services free of charge that you currently pay for.
If I want to change brokers, I should have an imperative reason for doing so.		When switching brokers, the process is easy. LBMC EP brings many value-added services as your broker and compliments your team.

Additional Information About LBMC Employment Partners, LLC

LBMC Employment Partners, LLC is a leading human resources consulting firm headquartered in Nashville, TN with offices in the surrounding area. LBMC Employment Partners provides a complete menu of human resources products and services, including Professional Employer Organization (PEO), human resources consulting, regulatory compliance, health and employee benefits, workers' compensation, COBRA, payroll and tax compliance, Section 125, plans and unemployment insurance claims.

LBMC Family of Companies

 Employment Partners

 LBMC P.C.

 Staffing Solutions

 Technology Solutions

 Investment Advisors

 Physician Business Solutions

 LBMC WSquared

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