



**58%** OF EMPLOYEES WOULD ACCEPT A JOB OFFER WITH  
**LOWER COMPENSATION  
BUT BETTER  
BENEFITS**

**50%** OF EMPLOYEES  
**WOULD LIKELY LOOK FOR  
JOBS WITH BETTER BENEFITS**  
IF THEIR EMPLOYERS DID NOT OFFER ADEQUATE HEALTH INSURANCE COVERAGE



## 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.*”

— Bob Mason, Rone Regency Jewelers

### 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 products
  - Provide reconciled statement
  - Address issues impacting enrollment and/or collection of premium
- Administration and Communication of all Benefit Plans
- Employee Benefit Advocacy Service for all Eligible Participants
- COBRA Administration
- Access to Employee Navigator, our online enrollment tool

## 8 EXPECTATIONS OF A BENEFITS BROKER

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- The broker should communicate and educate the client on their benefit offerings, as well as assist with the enrollment process for members.
- The broker should act as a liaison for Wellness and Risk Management activities, as well as establish a relationship with applicable vendors.
- The broker should provide Advocacy Services that assist all benefit-eligible and benefit-enrolled members with explanations of benefits, explanation of E.O.B.'s, provide support for members with claims issues, offer prescription assistance, and provide plan provisions and provider assistance.
- The broker should offer COBRA and 125 plan administration, including COBRA notices and reconciliation of premiums received (at a separate fee).
- The broker should assist in reconciliation of billing statements from all benefit providers.
- The broker should market, review, analyze, and propose plans at renewal.
- The broker should be knowledgeable and work with vendors to help ensure compliance with PPACA.
- The broker should provide access to an online benefits enrollment tool.

***With LBMC Employment Partners, you can be sure these benefits brokering expectations will always be met with the highest of standards.***

### **Additional Information About LBMC Employment Partners, LLC**

LBMC Employment Partners, LLC is a leading human resources consulting firm with offices in Nashville (Brentwood), Knoxville, and Chattanooga, TN. 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**

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 Employment Partners

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 LBMC P.C.

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 Staffing Solutions

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 Technology Solutions

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 Investment Advisors

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 Information Security

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 Physician Business Solutions

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 LBMC WSquared

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