



How does your current broker compare?

Has your broker/consultant:	Current Broker?
Developed a three-year strategy with tactical plans, goals and measured outcomes?	YES / NO
Met with you two to four times in the past year to evaluate progress?	YES / NO
Identified and encouraged employee behaviors which will reduce claims?	YES / NO
Discussed the value of an individual Health Risk Assessment and Wellness Program?	YES / NO
Thoroughly explained the advantages of a Qualified High Deductible Plan and Health Savings Account?	YES / NO
Kept you up to date with pertinent federal legislative developments including COBRA, HIPAA, FMLA, Section 125 and Medicare Part D?	YES / NO
Compared your current plans, rates and contribution strategy to local and national trends?	YES / NO
Offered your company support with human resources solutions?	YES / NO
Eliminated at least 90% of your handling of claims, enrollment, eligibility & billing issues?	YES / NO
Provided your group a monthly newsletter containing valuable information?	YES / NO
Explained how carrier underwriters calculate premium increases and ways to mitigate them?	YES / NO
Coordinated all aspects of your annual enrollment meetings including employee communication?	YES / NO
Given you proper training on how to use your carrier's website administrative tools?	YES / NO
Provided a personalized welcome kit with all your benefits data in one location?	YES / NO
Given you his/her mobile phone number and answered all calls promptly?	YES / NO

If you answered 'NO' to any of these questions, you will greatly benefit from a brief consultation with an Edge Professional. Let us show you how to improve plans, lower cost and reduce administration. All Edge consulting services are free to our clients. Secure the future health of your company by calling us today.

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