



BENEFIT EDUCATORS

CASE STUDY

Manufacturing



Client: Manufacturing
Number of lives: 1,200
Number of locations: 6

CHALLENGES

- All new benefits for all 3 organizations
- Benefits were enrolled on paper
- Group meetings were not efficient with daily operations
- Large Spanish speaking population
- Communicating via webinars and group meetings was not effective

SOLUTION

- Benefit Educators, LLC was brought in to advance benefit education and support enrollment in all health and welfare plans
- Employees were transitioned from self-service enrollment to full-service support (Educator assisted)
- Technology was provided to remove the paper application process
- Benefit Educators were used to meet with employees one-on-one (Onsite and via Benefit Enrollment Center)
- Custom benefit communications were provided that helped advance the organizations benefit brand

Private Equity firm combines 3 companies into 1 with the help of Benefit Educators, LLC.

RESULTS

- Existing “traditional” voluntary benefit participation increased on average **28%**
- CDHP participation **47%**
- NEW voluntary benefit participation:
 - Critical Illness **32%**
 - Accident **57%**
 - Hospital Indemnity **22%**
 - Permanent Life with Long Term Care **34%**
- Operation leaders responded that the one-on-one meetings were better than group meetings

EMPLOYEE QUOTES

“It was great to have someone sit down with me and explain the benefit programs. I never valued or understood the plans being offered and now I do.”

“This was a great experience. I had my wife come in during the meeting and we now feel confident in our choices.”

“The Benefit Educator was very knowledgeable. They were able to clearly communicate the plans and answer my questions”

“This was an awesome experience!”

“I’m 31 years old and never understood insurance and now I do. Thank you for providing this service!”