



Quick Discovery Flow Chart

“Do you currently offer benefits?”

Yes.

That's great! What benefits do you offer?

- How is the service from your broker and education for the employees?
- What does a world class benefits program look like to you?

Statistics show companies that offer benefits have higher retention and productivity from their employees. If we do all the heavy lifting and help you build a great program at no cost would you be interested?

No.

Why don't you offer benefits?

- Can't afford it - if you could offer benefits on a zero budget would you be interested?
- Too many headaches - if we do all the heavy lifting and help you build a great program at no cost would you be interested?
- Nobody interested - we have found that half the company won't be interested no matter how great the benefits are, but let's focus on those who may possibly be interested.

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