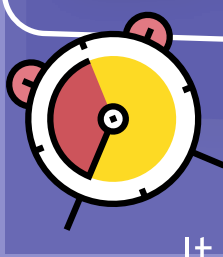


Your Company's Health Plan Decision: Are You Giving It the Time It Deserves?



It takes time to find a health care plan that matches the needs of your business and employees.

Many companies spend far more time, however, in other areas:¹

Managing Employees (including time spent deciding on health plans)
5.3

Managing Logistics
5.3

Customer Services
2.6

Sales
13.2

Communicating
18.4

Managing Finances
21.1

Conducting Business Services
34.2

Hours Spent on Tasks per Week

In fact, while employers spend an average of

24.9 days

hiring just one employee²

and

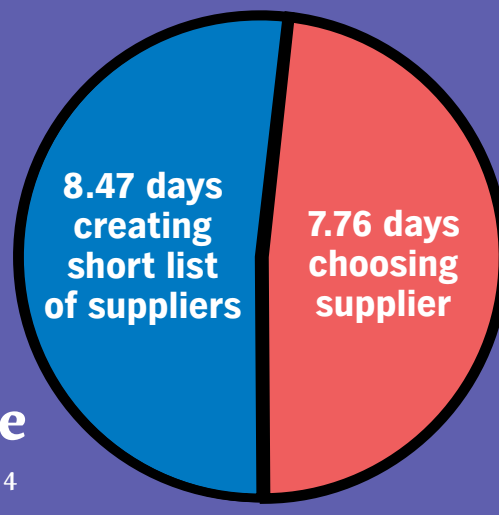
32 weeks

locating office space³

research shows that they only spend

16.23 days

sourcing and choosing health care for their workforce.⁴



Only **55** percent of small employers that offer health care benefits have shopped for new plans or carriers in the last year, despite the changing marketplace.⁵

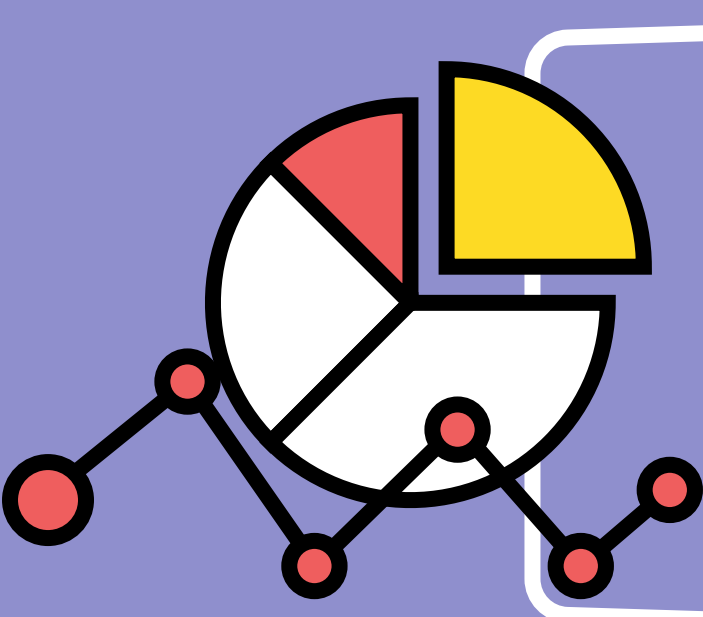
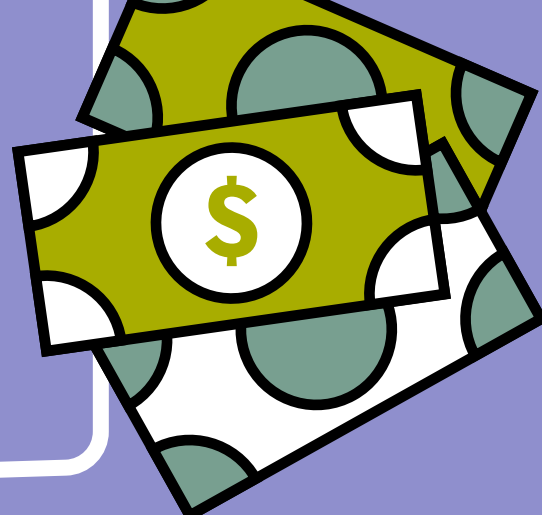
As of 2014, the average cost of health care coverage per employee is

\$11,176

with employers asked to pay

77.6 percent

of that cost.⁶



Meanwhile, small businesses pay about **18 percent**

more for health care than larger businesses do for the same services.⁵

With the right plan, you could be saving more. Spending more time searching for that right plan can lead to greater savings and more efficient employee health care utilization.

For employees, health care is the most valuable benefit offered by their employer:

32 percent

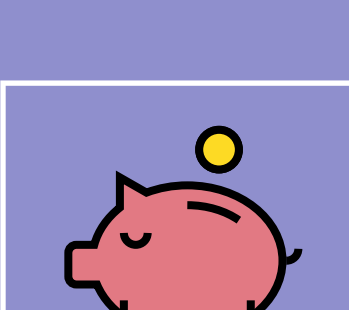
of employees ranked health care as the most important benefit.⁷

Health care is clearly one of the most important benefits that you can offer and is vital to overall business.

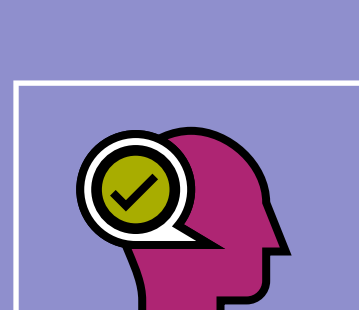
Well-Utilized Employer-Provided Health Care:⁸



Reduces absenteeism



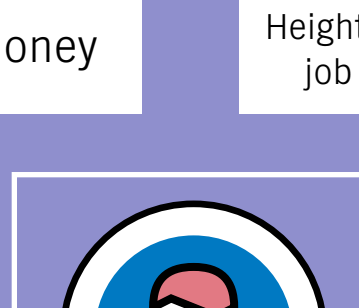
Saves money



Heightens employee job satisfaction



Boosts employee engagement



Helps employers retain their best employees

Health care is a major component of your business — both as an expense and as a way to recruit and retain the highest-quality employees. Make sure you devote adequate time to finding the right health care for your business and your workforce.