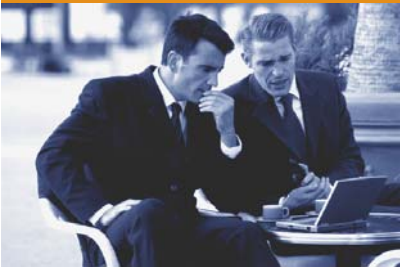


Executive Plans | Benefit Cost Control

Cost recovery, cost control, employee benefit “consumerism” self-funding, and other issues play a role in how the CFO and CHRO look at the short-term and long-term financial impact of benefit plans. Executive benefit programs and administrative solutions can be redesigned to save corporate dollars and can offer better features, better coverage.



Companies are often paying too much or offering a less meaningful benefit than available if the rethink the plan.

Executive benefit programs and administrative solutions can be redesigned to save corporate dollars and can offer better features, better coverage, better benefits. Cost recovery, cost control, employee benefit “consumerism” self-funding, and other issues play a role in how the CFO and CHRO look at the short-term and long-term impact of benefit plans.

We strive to provide cost-effective solutions, and sometimes these come from our willingness to analyze a client’s plan in detail and recommend a direction. For instance, not long ago we combined the administration of 26 deferred compensation plans into 9. This resulted in significant savings – in dollars spent and time saved. Here the solution was found in our technology. In other situations, the answer may mean restructuring an outdated plan.

This is true for insurance as well. Companies are discovering that effective and adequate LTD coverage is found in sponsoring more than one plan, and different products. A comprehensive disability insurance program saves corporate dollars and can offer better coverage to executives, sometimes at no cost, for lost pay like bonus, retirement contributions and other forms of compensation. Carving out the highly paid executives, for example, stabilizes or even reduces disability premiums and liability risk– and provides your valued employees with portable and permanent policies. Our access to proprietary products, and unique enrollment and administrative systems allow us to offer better solutions to our customers that improve benefits and control costs.

Our Consultative Approach Leads to Getting What You Pay For

Our consultative approach applies to all of our work. Understanding the specific needs comes through analysis. Balsler re-negotiated a new LTD plan design, communicated and enrolled the program, and integrated with the client’s TPA for ongoing administration of the plan-- that resulted in immediate cost savings of more than \$200,000, projected to repeat annually. Moreover, the new plan reduced the company’s exposure to future rate increases, and expanded coverage for key employees significantly.