

The VB Solutions Report

June is Accident Awareness Month!

Four out of 10 people are treated in a hospital emergency room annually. The average length of a hospital stay related to an accident is 5 days at a cost of \$22,300 per stay. The cost of the emergency room, hospital stays and outpatient recovery can cost more than the average family earns in month. Overall in 2004, there were approximately 4 million nonfatal occupational injuries reported, according to the 2007 Bureau of Labor Statistics, U.S. Department of Labor. Musculoskeletal disorders account for a large number with approximately 35 cases per 10,000 workers. Accident

cases which accounted for days away from work increased by 10% from 2006.

June is Accident Awareness Month and an important component of being 'safe' either on the job or at home is making sure you have the right amount of supplemental insurance protection to cushion against any unplanned accident or sickness-related costs that may occur. Being able to cover such expenses goes a long way toward helping to protect a family's assets ♦

Contact VBS today for more information. ♦

Did you know...?

Research shows of the more than 330,000 accident claims, the most reported accidents in the past year were sprains, fractures and strains totaling more than 200,000 claims. Such injuries can often require medical attention and leave people unable to work for a period of time.

Critical Illness and Hospital Plans Offset High Deductible Health Plan Expenses

The growth of consumer-directed health plans, in which employees pay for medical expenses with a limited pool of dollars, can be a cost saving silver bullet for employers. At the same time, for employees, this cost shifting is scary and complicated. Coupling your high deductible plan with a voluntary hospital indemnity program is a great option that can ease the pain for employees as they struggle with rising out-of-pocket expenses. These plans pay an indemnity benefit when hospitalized. That benefit payment can be used to offset high deductibles. As employers continue to shift medical costs to employees, more and more workers are willing to foot the bill for

insurance that supplements their core employer-sponsored health plans. Additionally, supplemental products such as critical illness insurance give workers peace of mind by ensuring coverage in case of costly catastrophic medical events subject to deductible and coinsurance.

Voluntary Benefit Solutions is an expert in hospital indemnity programs. They can help you access your underlying HDHP and determine the best solution for you and your employees ♦

Contact VBS today for more information. ♦

Inside this issue...

Accident Awareness Month!

Critical Illness and Hospital Indemnity Plans

Voluntary "401k" Benefit Solutions

Have you Heard?

- VBS at the Benefits Selling Expo
- Online Enrollment Tools
- Tooting our own horn
 - ✓ Spectrum Healthcare Testimonial

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Voluntary Benefit Solutions
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Voluntary "401k" Benefit Solutions

"Using an outside manager does not guarantee success."

When was the last time you gave your company's 401(k) plan a tune up? Particularly in these difficult economic times, plans are failing. They don't have to, but they do. The number one reason is a plan sponsor's failure to understand its fiduciary duties such as:

- failure to understand fees.
- failure to review and monitor plan investment options and performance.
- lack of sound investment selection.
- failure to establish a clear management process.
- And the biggie? Failure to document all the above!

Using an outside manager does not guarantee success. Many plan sponsors are surprised when they learn, usually the hard way, that their outside manager is not a fiduciary fit. They either don't have the proper knowledge or experience to adequately run your plan.

This is where VBS can help!

VBS' new division specializing in education and plan technology is helping employer's sleep better at night. Our independent co-fiduciary consultant can greatly assist plan sponsors in meeting their fiduciary responsibilities. We would love to introduce you to Andrea Kerr and let her help you through the quagmire that is your 401k plan ♦

Contact VBS and Andrea Kerr today for more information. ♦



Online Enrollment

Voluntary Benefit Solutions, through our affiliation with Allstate Insurance, is pleased to announce *Benefits Selection*, benefits enrollment system. Benefits Selection is an internet based platform that provides comprehensive benefits enrollment solutions. When you offer two or more Allstate products, you receive access to Benefits Selection at no additional cost. This online enrollment platform will not only enroll employees in the Allstate products, but is also equipped to enroll your medical, dental, vision, ancillary lines, 401(k) and Flexible Spending Accounts.

Contact VBS today for more information on how you and your employees can save. ♦



VBS News ~ Benefits Selling Expo

Barbara Saxton, President of Voluntary Benefit Solutions, recently attended the Benefits Selling Expo in Austin, TX. This was the 5th annual Expo sponsored by *Benefit's Selling Magazine*. The main message of the Expo: Change is coming. As a result, employers must stay razor sharp. The Expo highlighted recent events in the Benefits field, and in particular, highlighted the ever expanding voluntary benefits market. Something will happen in Washington, that much was agreed upon. What that something might be is up in the air. But all in attendance, including keynote speaker Patrick Buchanan, agreed that employers need to maintain a competitive edge to aid in recruitment and retention. When the "something" happens, using the healthcare carrot and stick may no longer be an option. Employers will need to look to alternative benefits to gain a competitive edge. That's where we can help. Voluntary benefits can provide that tool. Barbara, and the entire staff at VBS are ready to help♦

Testimonial ~ Spectrum Health Systems, Inc.

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Their customer service response time and team members have exceeded our highest expectations.
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Spectrum Health Systems, Inc has been working with Voluntary Benefit Solutions ("VBS") for the past 2 years. Our experience working with them has been very positive. Their customer service response time and team members have exceeded our highest expectations. Working with VBS has been a successful experience. Their presentations have been informative, educational and most importantly our employees have been complimentary about VBS' services. It has been a pleasure working with Voluntary Benefit Solutions.

Stacy Flanagan
Director of Human Resources

Contact VBS today to learn about valuable coverage for yourself and your employees. ♦

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