



Triune Technologies

The Employee Benefits Time Machine

You CAN keep your top line and bottom line closer together, build your agency and create the lifestyle you imagine for yourself, your family, and your team.

Read on to learn how.



38%

The amount of time salespeople spend actually selling

Industrial Performance Group

A study by the Industrial Performance Group revealed that most salespeople spend only 38% of their time actually selling.

That's not exactly an effective way to build your practice.

And it has gotten worse in recent years! Benefit advisors who are trying to grow their book and their agency so they can enjoy the kind of life they imagine for themselves, their families and their teams are more time challenged than ever!

That same study revealed that for most salespeople, administration and paperwork are the biggest time sucks. Clients have greater expectations than ever. They want clever plan designs that give them the opportunity to impact medical spend. They want employees who are happy, engaged, and who appreciate the entire benefits plan. They expect their advisors to be up-to-date on all of the State and Federal laws and regulations - and to stay updated as those things change. They also want guidance and some way to digest the ACA reporting and notification requirements. And they don't want to pay for much, if any of that.

\$270-\$540

Per employee penalty for
ACA 1095(C) filings

U.S. Government



Today, it is all table stakes. You can't be in the game unless you bring those things to the table.

Here's what that feels like.

You and your team work their butts off for an entire year (or more) trying to land that large, premier client. Everyone in town is after them, but you've developed a rapport by careful listening and spot-on responses. Then, it happens.

The good news: You sold the case.

The bad news: You sold the case.

Been there? Of course you have. You have to set up the case within 30 (sometimes fewer) days and get everything ready for open enrollment. That means pulling your already-stretched-thin team off projects for other clients or hiring more staff. Well, the case will be lucrative, so staffing shouldn't be a problem. That's what growth is all about, right? OK. Problem solved.

Not so fast! The client has four locations, each of which work 3 shifts. How the heck can you possibly cover twelve (or more) meetings with your current team. Do you call in (and pay) an enrollment firm? What are your other choices?

Arghhhh! You can literally feel your profit on this case oozing away.



\$110 vs. \$22

Cost of a manual enrolling an employee in benefits vs cost of automated, on-demand enrollment

CFO.org survey

You also told the client you could handle advising them about ACA reporting and form filings, but they don't have staff to handle any of that and they now want YOU to do that for them.

Double arghhh!

BUT - you have a secret weapon that can reverse all of that and keep your top and bottom lines closer together. You have Triune Technologies' Benefit Connector and ACA Connector. This isn't your everyday "BenAdmin" software with a huge learning curve and overhead. The company was founded by benefits professionals who were facing the same problems you are.

50% savings

Amount of time saved when employees use automated, on-demand enrollment system

sbonline.com - Insights Health





2% - 8%

Savings on Medical premiums from ability to track ineligible employees (those >age 26) still on their parents' medical plan.

Benefits Consulting survey

We've heard it too many times: Yes, our BenAdmin software will have your case ready for on-demand enrollment, but you have to wait 60 or 90 days to get everything up and running and then you have to teach your team how to setup the case.

With Triune Technologies we do all of that for you - and we can get a case up and running in a matter of days, not weeks.

And it is the same with our integrated ACA Connector. We spend the year gathering the information you need to report to our rich uncle in Washington and the reports you need to send to employees. You don't have to lift a finger. And using ACA Connector lessens your liability.

Someone asked us recently to put what we do into one short phrase. That's easy: "We sell time".

Get your time and your profit back and let us do the work for you. With a track record of 20 years of innovation and continuous improvement, we can help you turn that time ratio around so you are selling and not servicing.

Build your practice. Build your lifestyle. Build with Triune Technologies.



Triune Technologies

Ask Questions. Learn More. Schedule a Demo.

Go to our website: www.triunetechnologies.com, or contact us today.

Carol Matznick

cmatznick@triunetechnologies.com

Office: 336.478.4331, Mobile: 336.253.5722

P.O. Box 78175, Greensboro, NC 27427

14 Point Checklist

- ✓ Done-for-you case setup.
- ✓ Cases set up and ready to go within 7-10 days.
- ✓ Benefits professionals service benefits professionals. We have great tech folks, but the company is owned and run by people who understand your problems.
- ✓ One dedicated service representative is assigned so you can build a relationship. We don't shuffle you off to a rotating list of employees.
- ✓ Service includes an Employee Compensation Statement to help you drive appreciation for the clients' benefit plans.
- ✓ More than 20 years of continuous innovation and experience.
- ✓ As an extension of your team, we handle training your clients for ongoing administrative tasks (adds, deletes, changes, etc.).
- ✓ Mature underlying business rules can handle any type of case with any unusual payment periods, benefit arrays, class setups, and more.
- ✓ No charge for EDI files.
- ✓ No charge as benefits change. We offer a one-time-only setup fee.
- ✓ Self-billing built in.
- ✓ Consolidated client billing to make reconciling even complex cases easier. Optional integrated ACA calculations, filing, reporting and statement. No additional charge for filing with IRS.
- ✓ Ongoing compliance adjustments reflecting legal and/or regulatory changes.
- ✓ Variable hour ACA testing.



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