Worker's Compensation Proposal

Created for

SAMPLE COMPANY

CEO John Smith

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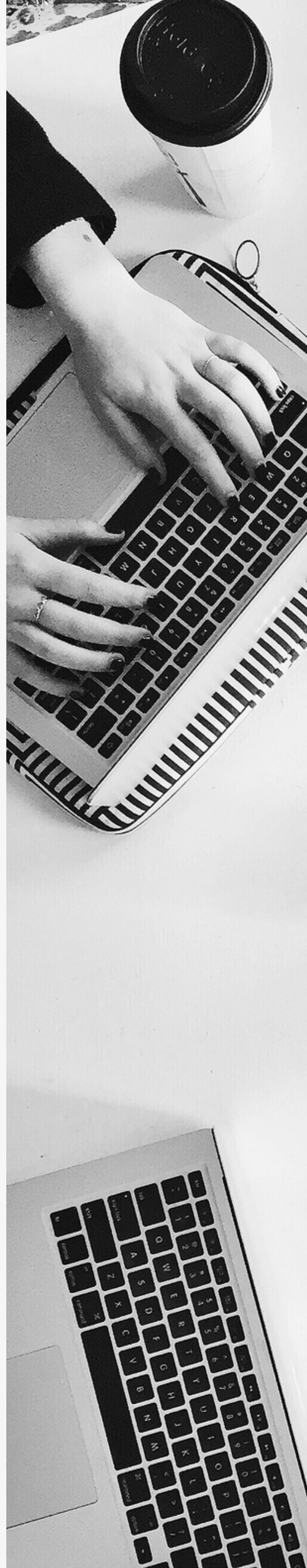


The Typical Calculation

Typical Workers' compensation insurance cost is based on payroll, regardless of whether the employee is full-time, part-time, temporary or seasonal. Workers' compensation premiums are calculated in part by total payroll multiplied by the insurance rate for that class of work. Meaning it is mainly on their wages and what they do.

Total Annual Employee Payroll

To begin the process of calculating workers' comp coverage costs, start with the gross annual earnings for each employee. This is the full amount of money they earn in a year, before any deductions.

Workers Compensation Rate

With classification codes (class codes for short), insurers can assign a certain level of risk to each company based on their chances of workplace injuries.

Number of Employees

To find an estimate of cost per employee, multiply the rate by the employee payroll. You can also use the total company payroll and divide by number of employees to find the average cost per employee.

Retail Commission Model

Most carriers will typically pay somewhere between 8% and 12% commission to an agent or agency. When agents work for an agency or with a middleman such as a wholesaler or broker they will most likely receive about 50% of the earned commission.

How We Changed the Game

Reduced Commissions

Wholesale pricing produces lower costs in worker's compensation premium. It's that simple.

Proper Risk Classification

Reclassification is accomplished by improving the Experience Modification Rating (EMR/XMod). This is accomplished through proper Risk Management Resources.

Risk Management Resources

By providing wellness resources, that are at no-out-of-pocket cost, create incentivized participation, which will improve overall health and wellness of the employee. Providing cash and care reducing the risk of claims.

Carrier Discounts with Approved Benefits

If the overall risk in the workplace is minimized the premium of worker's compensation insurance you pay will be lower.

The Savings

XYZ Manufacturing, CA1,000 Employees

- Fully Insured Worker's Comp
- $1,205,241 Annual Premium
- No Claims past 5 years

Key Differences	Savings
Reduced Commissions	$88,341
Proper Risk Classification	$ 73,611
Risk Management Carrier Discounts	$ 120,524
PWP FICA Tax Savings	$ 550,000

Previous Expense

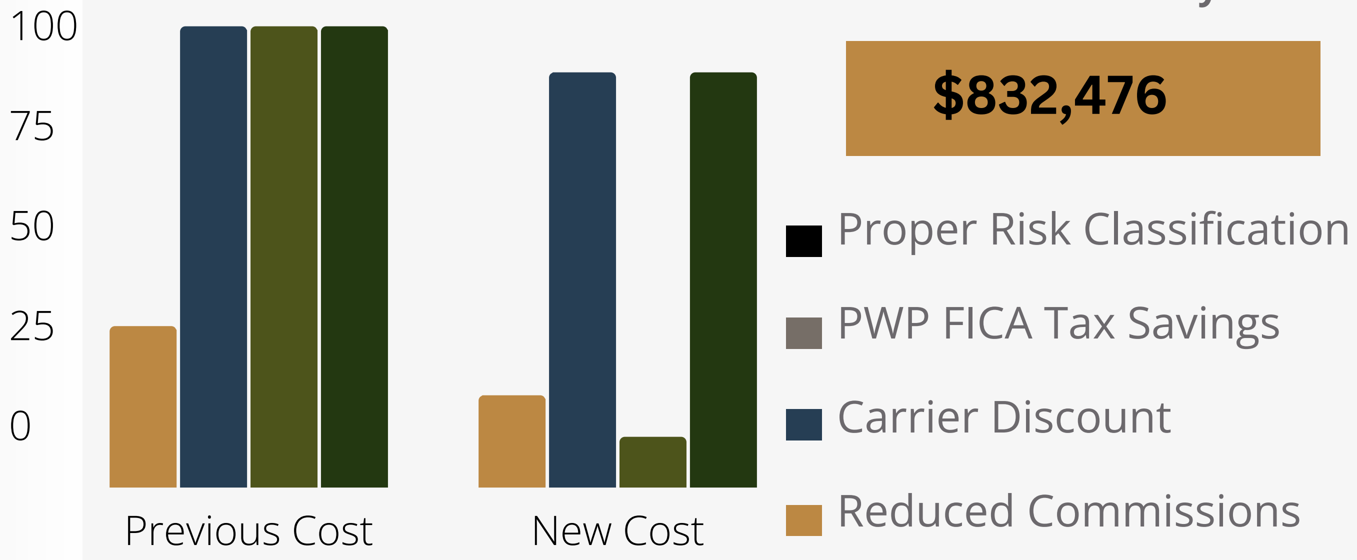
$1,205,241

New Expense

$372,765

Reduced Cost By

$832,476



The Next Steps

Participatory Wellness Plan Proposal

Due to the incredible savings provided by the wellness plan the next step is to generate a wellness plan proposal. In order to accomplish this we will need to collect some payroll information.

Payroll Information

Our payroll specialist will reach out to your payroll manager to collect payroll reports to help determine how many employees qualify for the plan.

Wellness Plan Review & Adoption

Once the Wellness Plan Proposal is complete, we can illustrate the estimated savings. After the proposal is agreed upon, we will install the wellness plan for the qualified employees.

Shop Worker's Compensation/Create Savings

After the Wellness Plan is installed you are now able to reduce the cost of your worker's compensation premium.

Terms And Conditions

- Must currently offer group health to employees.
- PWP required prior to worker's compensation insurance policy. Must have double block chain security data base or better.