

Behind Each Successful Company Is a Consultant That Is:

Specialized

Strategic Employer Planning specializes exclusively in group insurance benefits, and Michael Fidlow has done so for the past 20 years. He works with small and mid-sized companies in the Hudson Valley and Metro NYC areas and remains the primary point of contact at all times.

“I have worked with Michael for over 15 years now and refer to him as “the man behind the green curtain”. I simply find no need to look elsewhere when it comes to satisfying all my benefit needs for my employees.”

Laurie Thomasset, HR, Solar Electric Systems

Educated

Strategic Employer Planning stays current with all rules and regulations of the Affordable Care Act, proactively keeping all clients in full compliance. Additionally, Michael is certified as an expert in High Deductible Health Plans, Health Savings Accounts (HSA's) and Health Reimbursement Arrangements (HRA's), and will assist clients in analyzing the various benefit cost structures.

“Ever since we moved into a High Deductible Health Plan, Michael has explained the advantages and disadvantages with our new Health Savings Account. My comfort level has been rewarded by year over year company savings and noteworthy accumulation in my own account.”

Bonnie D'Amato, Office Manager, Hauser Brothers

Proactive

Strategic Employer Planning assures that the proper balance of premiums and benefits is reviewed and affirmed not just at the beginning of each new relationship, but at every renewal thereafter. Michael candidly acknowledges that many group health brokers ignore this ongoing responsibility, which leads to less competitive, less appropriate, and outdated plan structures. Adjustments through time should be expected and supported, and Michael works to make sure that all options are fully communicated and explained.

“Every few months I hear from Michael when he reaches out just to make sure all is well. He also provides valuable marketplace information throughout the year. His strength really shines through at renewal when there are no surprises. That is the real value in having a broker that stays in touch consistently.”

Elaine Ford, HR Director, RLC Electronics

Hands On

Strategic Employer Planning believes in the importance of customer service. A detailed and thorough resolve to an issue or concern is paramount in this industry. Michael's 7 years of experience for major health insurance carriers has been instrumental in his practice. He work's with the right people within the carriers to adjudicate claims properly, influence favorable underwriting outcomes, and expedite administrative processing.

“My report from Sloan Kettering was not what I wanted to hear. As I researched various options to address my illness it quickly became apparent that I had to weigh choices in treatment, providers, and coverage criteria. Michael immediately stepped in, took much of the burden away from me, resolved all of my claims properly, and provided me with peace of mind to deal with the only real priority – my health!”

Michelle Bauersachs, Controller, All Bright Electric