

BUSINESS AS USUAL?

It's like we flipped a switch June 1 and everyone suddenly got busy again! Thank you all for including us as you help your clients return to work and open enrollment season.



We are seeing “go to market” activities, but not at the pace we generally see this time of the year. That said, our larger opportunities are already planning for 2022 and we are deep into discovery on those deals.

Employers are trying to stay the benefit administration course for the balance of this year and when we can help improve the current situation, we are trying to solve problems and not move platforms.

HRIS

This has been a challenging season for payroll providers. Lots of changes in regulations, in employer configurations, in tax codes, etc. Clients who are seeking enhanced payroll service are most definitely in the HRIS space—one provider, one record of truth. We are seeing movement when it is fueled by payroll needs.

WELL-BEING

Wellness has morphed into well-being with a new emphasis on mental health/EAP and continued exploration of financial services. Employers are trying to relieve the burden of the last 90 days by finding ways to bring their staff back to work.

GROUP PURCHASING

When a rate pass does not win an automatic renewal, down market groups are coming together to find more efficient ways to leverage insurance buys. We are seeing an escalated interest in MEWA, Association, Captive, and Consortium business all now possible because of really good technology solutions.

**Look for us on PlanSource Eclipse Live Episode 3 on July 8
where we discuss how to be sure technology is supporting your group purchasing scenarios.**

MOST REQUESTED—DOWN MARKET

Agencies who have adopted a single platform for their down market groups are looking to outsource the build. We have identified some additional resources in addition to resellers working down to 10 lives.



MOST REQUESTED—UP Market

COVID reporting and trend reports. Evaluating what's on the market but no clear winner just yet.

BROKER ADVISORY BOARD UPDATE

LMCIS is proud to be one of the consultants serving on Paycor's inaugural broker advisory board. A great team of broker partners, sharing information in the HRIS space.

MEETINGS CANCELED

The BenPro meeting scheduled for August has been moved to online.

IT'S ALL ABOUT THE PEOPLE



Last week we virtually attended Gallup's annual summit. Keynote speakers, Kiersten Robinson, Ford's CHRO, Johnny C. Taylor from SHRM and Gallup's own COO, Jane Miller all focused on taking care of the employee. There is a need for flexibility, engagement, and empowerment.

Three main disruptors that employers need to take into consideration are:

1. Safety - physical and psychological - mitigating risk and reducing stress
2. Place Matters - pedagogy matters - how will learning, development and communications occur
3. School + Business - how schools re-open will directly impact work life from schedules to salaries



SUPPLIERS

WHO'S HERE AND WHO LEFT

As employers continue to adapt to a new way of working, many are seeking tools to engage and educate their dispersed workforces. Our Shortlister platform now includes Flimp Communications, Picwell and Tango Health; solutions who focus on benefits education and helping employees make the right benefits enrollment decisions.

Forgeant, Moxie Exchange, Cloverleaf and Humaxa have been added as well, with each having a different approach to employee engagement. Finally, EddyHR has been added as a payroll and HRIS provider focusing on the small market.

TeemWurks is the successor company to OnCore. Jeff Sands is running that platform and is in the 100-500 life space.

BenefitMall acquired by ADP.

Interactive Health Services (IHS) filed Chapter 7 bankruptcy.

LMCIS - HERE TO HELP

We can help you during Q3 as you manage your renewal process. If you need to focus on your insurance services, we can be an extension of your team on the tech front.

Are you running out of capacity? Are you in need of technology solutions for groups that never really thought about online and in-the-cloud connectivity situations? Renegotiating contracts?

We are also here to assist with remote onboarding and training needs.

We can help you on a retained basis or one group at a time. Let us know what your needs are.

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