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**Date: Tuesday, August 20, 2019 (WEBINAR)**

**Time: Noon – 1:00 p.m.**

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## **The Value of Voluntary Benefits**

This presentation will review various voluntary benefits and telemedicine which can consist of layers of other programs such as discount prescription cards and medical negotiation abilities as well as mental health and dermatology aspects to some programs. There are two different ways to look at these benefits, which will be reviewed, one way is on a direct basis, which is an online platform typically and normally takes less than 10 minutes. Another way to offer these is to make them available through a payroll deduction which has a few steps, depending on the carrier but mostly consists of the employer allowing the agent to educate the employees in a quick, non-abrasive group or one on one setting and then allowing them to either enroll via paper application or with an agent on an online enrollment platform. The online enrollment platform is typically quicker and then the employer or payroll service does a payroll deduction and pays the bill with the employees' money/premium dollars. The employer offering is a great way for employers to increase the amount and value of their benefits offerings to the employees which then allows them to select which program or programs would best fit their needs to help them protect their family's income, expenses and cost of daily living. Additionally, when an employer offers voluntary benefits on a pre-tax basis, both the employer and the employee save tax dollars.

### **Presented by Alisha Robinson**

Alisha is the District Sales Coordinator with one of the leading Voluntary/Supplemental benefits company. She started her career in 2011 after realizing how much these type of programs (specifically a Cancer program) could have helped her Father-in-Law when he was unfortunately diagnosed with and lost his battle to Pancreatic Cancer. Ever since her family suffered the "trickle effect" of lost income (her husband and Father-in-law were business partners) due to such a horrible and common illness, she has been on a personal mission to educate employers and employees about the value of supplemental benefits. Her personal mission statement: please allow me to explain how these benefits could help you so that if you decide to say "no", you know what you are saying "no" to. Alisha looks forward to gaining and keeping my clients trust.

**Program has been submitted for approval of (1) SHRM credit(s); HRCI is self-input by you**

**Tickets: Free for ALL**  
**Register at [www.mvshrm.org](http://www.mvshrm.org)**

If you have problems registering, please contact [info@mvshrm.org](mailto:info@mvshrm.org)

**Deadline to register is Friday, August 16, 2019**

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