

# BENEFITS RESOURCE

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## “...even the seasons continue to change...”

Just recently I attended a training session put on by an insurance carrier. The presenter began with the usual...“mute your cell phone, etc” About that time my eyes began to glaze over anticipating this dog-n-pony was the same ole, same ole. About that time their slide overview found its way to the big screen and showed their presentation agenda. One change after another...all in the name of “Healthcare Reform”. As the presentation gained momentum so did the raised hands in the room ready for questions. Our group decided to work through our hourly break and continue with that momentum. I witnessed a variety of same ole, same ole’s in my day...the last few years in the health care and health insurance industry are not examples. “What’s next?” We might ask. “Not sure”, is my response...so much will depend on the Supreme Court.

Then I would confidently say more change will be upon us.

Let’s talk specifics: More carriers are and will continue to pull out of the small business health insurance market...the plans with less than 25 employees. More small businesses will need to consider looking at the SHOP marketplace for their group insurance. Regulation compliance will be even more important than in year’s past. Knowledge of all the above will dictate our own individual direction on this (changing) topic. Should I say, “that’s the bad news?” The good news is: Benefits Resource continues to stay partnered with strong insurance carriers, strong knowledge-based associations and continued education to keep current on these topics. Change is always. Even our country’s love for baseball has embraced the “instant replay”, changing “the game” tremendously.

## Client-Of-The-Month!

Each of our clients our unique. With this newsletter’s client...that statement is as true as ever. Benefits Resource would like to highlight Michigan Switchgear as our client-of-the-month! Owned and operated by Ron Hoder, Michigan Switchgear has been in business for nearly 25 years. When talking to Ron, he attributes his company’s success to his hard-working and dedicated employees. “We are in the electrical distribution business...working with clients that make sure electrical power is where it is needed. Thus, we always have a team available 24/7 to meet those expectations”. Michigan Switchgear can look back and see the same motto of “highest integrity” has carried strong to its current status. “When our company started doing business on a global basis I knew the word was out”, says Ron. Congratulations goes to Ron Hoder and all those at Michigan Switchgear! The power of integrity!