

**Mercer Marketplace 365+<sup>SM</sup>**

creating a best-in-class benefits strategy for your company:

# 10 questions you should be asking your broker

Better benefits and lower costs are within your grasp.  
Is your broker positioning you to succeed in today's complex healthcare system?

So you're thinking about your company's health and benefits strategy — you need a plan that meets your employees' needs, curbs your costs and simplifies administration. **How do you make sure your broker is delivering? Start by asking them these 10 questions.**

## 1 What are the significant trends in the health and benefits industry

and how is your recommended plan positioning my business to best address these trends?



How is your solution going to help my business and my employees

## 2 save money on healthcare costs?

## 3 What's the three- to five-year cost savings opportunity

for my business and my employees with your solution?



How will your health and benefits solution

## 4 help my employees save on out-of-pocket costs?

Does it provide a variety of cost-saving options, including consumer-directed health plans?

## 5 What kind of decision-support resources

does your solution provide? Does it offer online cost-comparison tools and personalized guidance from licensed benefits counselors?



Can employees select

## 6 different types of benefits beyond just medical, dental and vision?

For example, identity theft protection, supplemental health programs and more?

## 7 Does your solution allow for several different carrier and plan options

that employees can choose from based on their personal needs?



Does your health and benefits solution

## 8 work with my current payroll

or does it replace them?

## 9 Does the solution offer roll-out support?

Onsite training, videos or dedicated support staff?



Will your health and benefits solution

## 10 keep my benefits in compliance

with federal and state regulations? Will you help shoulder this burden for me?

Visit us at

[www.mercer.us/MercerMarketplace365+](http://www.mercer.us/MercerMarketplace365+) to learn more about how you can provide your employees with a wider range of benefit options, ease the pressures of benefits administration and reduce your healthcare spend.