

# Employee Benefits Solutions for Healthcare Staffing

Marsh McLennan Agency (MMA) is a full-service insurance brokerage with a large, dedicated presence in staffing. We employ over 50 dedicated staffing professionals whose primary focus is providing value to over 600 staffing clients nationwide.

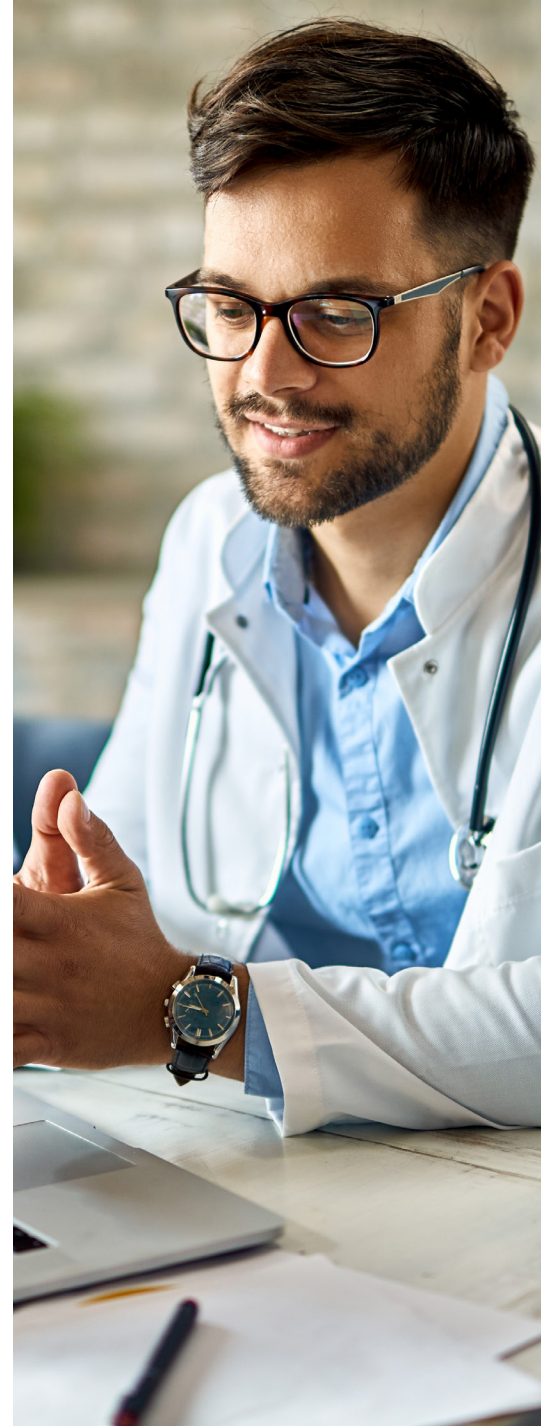
Given our commitment to the healthcare staffing sector, we recognize many of the challenges the industry faces as it relates to employee benefits. Here are five specific challenges we can help you navigate.

## 1 | Challenge: Current Insurance Broker Doesn't Specialize in Healthcare Staffing

**Solution:** MMA recognizes the unique obstacles faced within the healthcare staffing industry and is committed to collaborating with your company to implement an effective and results driven program. Not only do healthcare employees demand a robust benefits package, but it can also elevate your firm above competitors in terms of talent acquisition and retention. MMA's compliance team is well renowned and consults with thought leaders at the American Staffing Association, staffing industry analysts and insurance carriers on both federal and local regulations that impact the staffing industry.

## 2 | Challenge: A Geographically Dispersed Workforce

**Solution:** It can be a challenge to effectively address questions and communicate benefits to a large, geographically dispersed workforce of clinical staff who often work varying shifts. We leverage technology to enhance the quality and efficiency of employee communications. This includes helping you utilize your benefits plan to enhance your overall candidate experience.



[Learn More](#)

[MarshMMAMidwest.com](https://MarshMMAMidwest.com)

# 3

## Challenge: Multi-Year Strategic Planning

**Solution:** We meet with our clients regularly throughout the year to set and track goals. Without sacrificing benefits to your biggest asset (your employees), driving down costs is always a part of the planning process. Due to the ever-changing marketplace and the increasing cost of health care, planning is essential to maintain an advantage over your competitors.

# 4

## Challenge: Employee Education

**Solution:** Your benefits package can be something that draws a candidate into contract or pushes them to a competitor. Your relationship managers are your front-line communicators. If they cannot adequately explain your company's benefits package, it puts your organization at risk of losing potential candidates. Through webinars and other technology platforms, we offer education and enrollment consultation to your internal staff, as well as directly to your off-site, clinical staff.

# 5

## Challenge: Open Enrollment Methods and Ongoing Administration

**Solution:** We understand the heavy burden that managing benefits places on your internal staff. We leverage technology to help streamline workflows and lighten this load. Utilizing customized online enrollment portals and automating data feeds to insurance carriers are key ways to relieve your human resources staff.

Solving these challenges increase employee satisfaction and enhance the overall candidate experience. They also help you maintain a "best in class" reputation among competitors, alleviate the administrative burden on your human resources staff, energize talent acquisition and retention efforts, and ultimately improve your company's bottom line.

# Your future is limitless.<sup>SM</sup>

---

Business Insurance

Employee Health & Benefits

Private Client Services

Retirement Services

[MarshMMAMidwest.com](https://www.marshmmamidwest.com)

---

This document is not intended to be taken as advice regarding any individual situation and should not be relied upon as such. Marsh & McLennan Agency LLC shall have no obligation to update this publication and shall have no liability to you or any other party arising out of this publication or any matter contained herein. Any statements concerning actuarial, tax, accounting or legal matters are based solely on our experience as consultants and are not to be relied upon as actuarial, accounting, tax or legal advice, for which you should consult your own professional advisors. Any modeling analytics or projections are subject to inherent uncertainty and the analysis could be materially affected if any underlying assumptions, conditions, information or factors are inaccurate or incomplete or should change. d/b/a in California as Marsh & McLennan Insurance Agency LLC; CA Insurance Lic: 0H18131. Copyright © 2024 Marsh & McLennan Agency LLC. All rights reserved. MarshMMA.com