

## Thank You!

As we immerse ourselves in OE/Q4 we want to thank all of our clients and referral partners for allowing us to work for you.

Jill and I love what we do and we hope that shows. Nothing is more important to us than meeting your needs, exceeding your expectations, and always being available to solve a problem. It's been another great year for LMCIS and we know it is because of your trust in our process.



## PLATFORM NEWS

### bSwift Has New Ownership.



CVS has sold bSwift to the VC firm Francisco Partners. You may be familiar with some of the other companies in FP's portfolio including Good Rx, Legal Zoom, and Zenefits. CVS considered bSwift a "non-core asset."



The combination of the three allows a broader set of solutions for the down market and allows for more seamless services in the PEO market segment.



### Businesssolver Acquires Workterra

Workterra was previously owned by CareerBuilder with the idea that benefit administration would be a natural product offering to post hire solutions. We encountered Workterra mainly out west. This is another example of non-core assets being traded.

## NEW DIGITAL SOLUTIONS

We like two relatively new solutions that combine the best of artificial intelligence with on line medical care:

**Wysa** is an AI guided mental health app that provides 24/7 access. Digital and human coaching round out the experience

**98.6** is a fully integrated virtual clinic with unlimited on demand primary care. What starts with a text concludes with an on line visit; combines the best of what technology can provide. Think of this as telehealth on steroids.

## HELP YOUR TEAM THRIVE THROUGH Q4 AND BEYOND

The research is clear: employee wellbeing affects performance, and stress at work is a huge factor.

Unfortunately, Gallup's research has revealed that workplace stress is again at an all-time high, with 44% of workers reporting that they "experienced stress a lot of the previous day". That stress leads to things like

burnout, anger, and health problems. In the insurance industry, we are likely to feel this most acutely in Q4 when we all need to be at the top of our game.

If you want to help your team truly thrive, we can assist with communication strategies and process improvements that lessen stress.



### LMCIS - HERE TO HELP

Rethinking your technology strategy?

Let us help with an agency specific plan that showcases your best carrier and solutions partners. Our technology partners have changed dramatically.

Retained basis or one group at a time. Let us know what your needs are.



### SHARE THE KNOWLEDGE

If you are sharing this with a colleague, invite them to join our community.

Send us the contact information and we will add them to our list

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