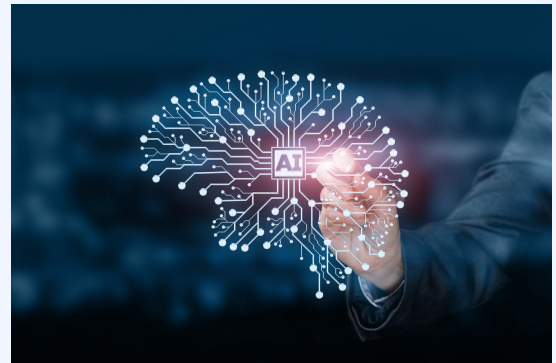


Spring is here and we have all survived Q1!

TRENDS

Our clients are recognizing the need for better technology solutions now more than ever.

We have seen a shift from better benefits administration to fully integrated HRIS systems that include robust applicant tracking and work force management. Machine learning and AI are becoming standard across the industry and are increasing efficiency for everyone.



MEETINGS

We had the opportunity to attend a number of in person meetings—what a difference it makes to be able to interact in person for multiple days:

PLANSOURCE

PlanSource continues to refine its distribution plans to include resellers, direct to platform, and HRIS partners. Depending upon how you choose to access PlanSource you can go as small as 50 lives through a reseller solution or up to tens of thousands on a direct basis. Refinement to the Boost program allows for additional support from the insurance providers.

Benefitfocus

BenefitFocus has a new and impressive executive team in place. They mostly hail from AON/Hewitt and are seriously familiar with the HR tech space. They are upmarket only with 1000 lives as the starting point. This team has worked together in the past and understands the need for a disciplined rework of service delivery. Expect to see acquisitions to round out their HR outsourcing capabilities.



Employee Navigator has created another round of investment partners—insurance company and payroll providers. That funding allows the continued development of APIs and they are very excited about their UHC small market API. It's a quote-to-sale solution that should ease the implementation process for brokers who are self implementing across a book of business. At this time it seems limited to UHC only.



GALLUP + TECHNOLOGY = BETTER LEADERSHIP??

In early June, we will be attending the Gallup at Work Summit. Keynote speakers include executives from Southwest Airlines, Paramount, and Zoom. As suspected, topics will include the future of the workplace, recruiting and retaining top talent, employee education, teaming, and coaching superpowers. There is also an entire session on Using Technology as a Shortcut. This is specifically geared towards managers to assist with effective action planning and using these tools to lead a team.

TRAINING

We are very excited to have been selected to run UBA's Account Manager Academy this June. If you are part of the UBA network, feel free to register for this three day virtual event.

THE GREAT RESIGNATION

Our industry is not immune to The Great Resignation, and we have seen a fairly intensive game of musical chairs. We appreciate our partners and so enjoy working with them, but we have come to realize that we need to be able to depend upon clearly articulated business process and not escalation paths! Of course we will be diligent in assisting with your service needs as our platform solutions figure out who is on point. Don't hesitate to call.



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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