

March 8, 2018

Date | Time |

“Navigating The Healthcare Maze of Employee Benefits: Creating Your Roadmap.”

Presenters:

Margot DeFrance – MD Consulting
 Marc Freedman – Expense To Profit
 Alan Schulman – NFP, The Meltzer Group

Presentation Overview:

Small businesses constantly struggle with big companies to attract and retain employees. If Amazon, JP Morgan & Berkshire Hathaway are joining together to provide reasonable cost of high quality healthcare benefits, what do small businesses do? Besides a competitive salary, a strong employee benefits package is the expected standard.

Smaller employers tend to offer fewer employee benefits components – and sometimes, no benefits at all. Learn how a small employer can offer the same benefits as large employers, and importantly, keeping the quality of care balanced with the total cost of care.

A number of innovative opportunities are emerging in the health care industry that can serve small businesses well in the future. Growing small businesses will need a thoughtful roadmap for healthcare & other employee plans to attract & retain important talent needed for fueling successful growth.

You will walk away with knowing:

1. What is happening in the healthcare industry opening important opportunities
2. What innovative options are available to both small and large employers
3. How healthcare quality of care does not necessarily mean higher cost
4. How to no longer need to just accept premium increases for healthcare coverages and create a phase-in alternatives roadmap for your growing business

About Our Presenters:



Margot DeFrance, Founder, MD Consulting

Executive with equity capital markets and healthcare operational experience intersecting healthcare (pharma /bio/med devices/services) products, payments, and innovation funding. Strong connector and relationship builder who creates, and refines strategies (business, product, and investment), identifies and cultivates new business, and connects investors and large established firms with innovative companies, and innovative companies with partners and financing sources.



Marc Freedman, CERC, CCE – Expense To Profit

As a certified expense specialist, we help business owners and non-profit organizations pinpoint cost reduction opportunities and recoveries assisting your organization in making the best financial decisions permanently benefiting your overall financial health. Our services are performed off-site allowing you and your team to maintain your focus on the day-to-day operations. As part of a network of independent category specific specialists, we have performed over 25,000 audits in many different business verticals recovering overpaid expenses and saving clients over hundreds of millions of dollars.



Alan Schulman, PFP, ACA – Senior Advisor – NFP: The Meltzer Group

Alan Schulman is an insurance industry veteran. Licensed in health, life, long term care, and property & casualty, Alan has more than 35 years of experience in financial planning and he's relied on these experiences to drive better outcomes for his clients, helping to manage costs, drive participant outcomes, reduce risk, and remain compliant.

THURSDAY
 March 8, 2018

12 noon to 2 pm
 Networking and Lunch

CXO Forum
 Presentation

Congressional Country
 Club – Sun Room
 8500 River Road
 Bethesda, MD 20817
 (301) 469-2000

For directions, visit
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