



Client Success Stories

- Challenge:** 135-life client. Business Manager contacted MBP, Inc. shortly after starting her new job when she was asked to unexpectedly kick in \$70,000 for a "True-up." Client was part of a health care purchasing co-op.
- Objective:** Determine legitimacy of the health care purchasing co-op.
Find more cost competitive health care.
- Strategies** After completing our evaluation MBP, Inc. discovered that:
- 1) The Co-op was being handled by an unlicensed broker in the State of Illinois.
 - 2) The unlicensed broker had placed the client with a substandard Third Party Administrator (TPA).
 - 3) The TPA was receiving Group Life Insurance Premiums from the client. The TPA did not disburse the funds to the Life Carrier and the policy had lapsed.
- Result:** MBP, Inc. evaluated the client's claims experience and determined the client would be attractive in the insurance market. We advised them to resign from the co-op.
- The unlicensed broker resigned as the manager of the co-op.
- MBP, Inc. used its market leverage and a lot of persistence in order to get the Group Life Insurance Carrier to reinstate the policy without penalty.
- Potential first year savings for this group range from 36-40%. The client has not finalized which benefit program it wants for a July 04 effective date. Dollar savings range from \$328,686 - \$414,521.