

Introducing the CAM Member Benefits Plan



Presented by:

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WELCOME

Today's Agenda

- Who We Are
 - *GPS Consulting Group*
- History & Lead-up
 - *GPS' Appointment*
- The Purpose
- The Process
- Things To Come
- Value Proposition
 - *The Payoff For **YOU***



GPS CONSULTING GROUP

An entrepreneurial organization with
over 60 years of experience

Gord Cowan – Principal



Bruce Tomkins - Principal



Bryan McLoughlin – Associate Benefits Consultant

How Did We Get Here?

- Paul Leader
- Since 1987
- Bring additional value & expand membership through new programs
- Familiar with the process



Why Have A CAM Member Benefit Plan (MBP)?

The Purpose:

- Why do you join an association?
- Bring additional value to your membership
- Something to call your own – CAM-offered
- GPS has built, will promote, administer & inform CAM members
- Aggregate buying power
- Confidential
 - Data NOT shared with CAM



What's Been Done to Build This?

The Process:

- Began with survey back in April
 - 31% responded
 - Enough to prove accuracy
 - Enough to get supplier buy-in



Common Issues:

- Rising Benefits Cost
- Little choice



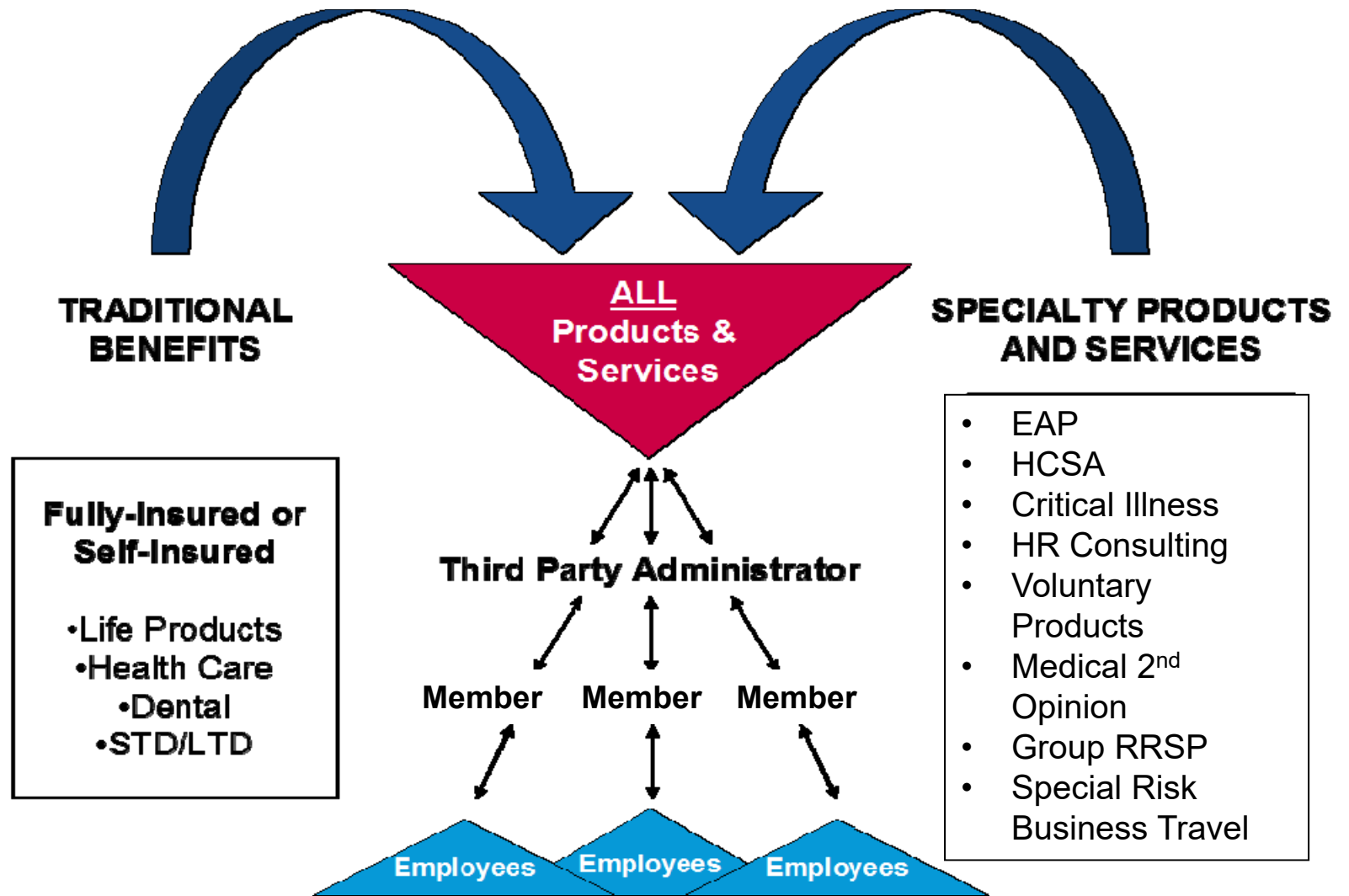
What's Been Done to Build This?

The Result:

- A shared willingness to support a plan
- GPS moved forward and went to market
 - Solicited interest, pricing and plan design options
- Other value-adds offered by carriers
- Mutual investment to grow program



THE OUTCOME



“HR on the Move”

HR-Fusion – Your HR Partner



HR-Fusion

“HR on the Move”

HR-Fusion – Your HR Partner

What For?

- Employee Issues
 - Firing
 - Hiring
 - And everything in between...



**A full service, confidential, one stop source
for Human Resources solutions**

- All the HR expertise you need with just one call
- Every situation is unique and they think outside of the box for you
- Quick, easy & affordable access to HR Advisory services as you need it, when you need it
- Extra hands on deck for a second opinion, overflow HR related work or specialized expertise

Things To Come

Case-specific offerings:

- Group Retirement & Pension
 - Lower admin fees
- Educational seminars & webinars

What you receive as a GPS Client

- Information sharing
- An accessible resource



So What?

Payoff for the CAM membership:

- Obtain the flexibility of much larger groups
 - Elite plan design options
 - Confidential HR services
 - EAP, 2nd Opinion, CI
- Other Benefits
 - Lowered expenses
 - Helps maintain program***
 - Higher maximums
 - Negotiation power
 - Specialty offerings



What Else?

- Plan design matching
- Renew on your own claims experience
- Implement a program which will sustain itself with regards to design and cost
- Become part of a leading edge offering
- Turn your agent into a buying power of 5,000 people



Conclusion

A plan which:

- Brings additional value to being a CAM member
 - Achieves group buying power
 - Addresses the two main issues employers face:
Rising Costs and little choice
 - Simplifies Plan Management – TPA
 - Provides Traditional & Specialty Products
-
- GPS Consulting Group is YOUR resource
 - **Available Today!**

Thank You

Breakthrough thinking means...



Breaking down barriers!