



SHRM Workshop Speaker Submission

Title of Workshop / Presentation

"Group Health Insurance – Negotiate Your Best Possible Price"

Presented by:

Connie Chiara, President & CEO
Corporate Benefit Partners

Approved for SHRM Credits:

- (2) SHRM PDC – ID# 17-ED8JE
- (2) HR General – ID# 301830

Educational Session Track

Compensation/Benefits

Previous / Upcoming SHRM Presentations

Human Resource Association of Broward County – April 12, 2017 Workshop

Human Resource Association of Palm Beach County – May 18, 2017 Annual Conference Speaker

HR Florida State Conference – August 29, 2017 Concurrent Session Speaker

After this session, the attendees will be able to:

1. Understand what health care costs and how it compares to other financial interests.
2. Know who the insurance industry players are and how they compete for your business.
3. How to leverage the insurance marketplace for the best possible price.

Description / Objective of Session:

Since 1999 health insurance premiums have increased a whopping 213%. In 2016, the average premium for a group health insurance plan was \$11,484. Each year employers face difficult decisions on balancing the cost of coverage with their desire to attract and retain quality employees. Taking advantage of our market driven system is one part of the solution.

On average, 49% of Americans receive their health insurance coverage from the workplace. In Florida, we provide coverage to only 39% of our population. Health insurance is costly and for many employers it is the single most expensive budget item next to employee wages. In this workshop, Connie will help the attendees to understand how the marketplace really works and give HR Professionals the tools they need to communicate this information effectively to the C-Suite.