

- Security Solutions of America provides security solutions in **16** different states.
- **2,824** employees and rapidly growing.
- Consolidated the use of multiple platforms into one.

S&S Management DBA Security Solutions of America provides security solutions in different ways ranging from event security to remote guarding. A different enrollment firm was used in 2022 and only 30 applications were taken. A thoughtfully executed communication plan and benefit counselor training and support throughout the enrollment, resulted in 556 application (1,853% increase).

Challenge: *Broker and Field team needed additional bandwidth for case management and communication support*

SOLUTION AND RESULTS



- Replaced MetLife Dental and Vision with Aflac.
- Introduced NEW Aflac Group plans (Critical Illness and Hospital)
- Introduced NEW Aflac Term120; no other Voluntary Life product available to them
- Enrollment platform, communication, and Benefit Counselors at NO COST to employer



- **75%** of employees seen
- **98%** approval rating for counselors
- **80%** of text messages successfully delivered to employees

ENROLLMENT BY THE NUMBERS



AFLAC DENTAL AND VISION

- **399** enrolled employees



- **\$140,331.84** in Annual Premium
- **\$14,033.18** in Annual Broker Commission



VOLUNTARY BENEFITS

- Accident, Hospital, Short Term Disability and Critical Illness
- **472** enrolled employees



- **\$191,677.68** in Annual Premium
- **\$46,193.74** in Aflac Broker Commission



TERM LIFE WITH LONG TERM CARE

- Aflac Group Term to 120
- **84** employees enrolled



- **\$68,788.68** in Annual Premium
- **\$24,763.92** in Aflac Group Broker Commission

TOOLS TO ENHANCE VALUE & SUBSIDIZE COST

ACTIVE ENROLLMENT

We define active enrollment as at least 75% of eligible employees completing enrollment with a Benefit Counselor. We can subsidize communication and enrollment platform for up to 2 years with voluntary benefits & active enrollment.

VOLUNTARY BENEFIT OFFERING

Introduction of 2-3 worksite or voluntary benefits to be offered.

TERM LIFE

Introduction of a term life option for employees on a voluntary basis.

PLATFORM SOLUTION

Employee Navigator provided by Aflac case builder.