

**Powerful Partners...**  
*Proven Solutions*



**COMPREHENSIVE**  
*Employee Benefit Solutions*



**WEVODAU**  
Insurance & Benefit Strategies, Inc.



Today's employers face difficult challenges - from escalating benefit costs to compliance with the ever-changing employment regulations.

*Wevodau Insurance & Benefit Strategies* can deliver comprehensive products and solutions that meet virtually every employer need. Our approach is to deliver innovative and tailored ideas that work for employers and employees.

We can:

- ❖ *Provide complete employee benefit insurance product solutions*
- ❖ *Perform comprehensive analysis that includes various scenario modeling*
- ❖ *Create customized benefit plan designs*
- ❖ *Negotiate and secure optimum insurance carrier programs and rates*
- ❖ *Handle employee communications and enrollment*
- ❖ *Provide comprehensive advisory services including compliance, Human Resources consulting, and training and development*

*Wevodau Insurance & Benefit Strategies* serves as an extension of its customer by being a trusted advisor and partner.

*“Our complete product suite coupled with our expansive consultative service capabilities allows customers to minimize risk and maximize profits.”*



## *Mission*

*Our Mission is your Satisfaction*

*Wevodau Insurance & Benefit Strategies* is focused on the primary principle of customer first. Because we are a boutique insurance advisor, commitment to your human capital solutions is what we're all about.

As small business owners, we understand the value of our customer and maintain strong vested interest in their insurance programs.

Most large competitors are transactional focused and sales driven; when the sale is consummated, they move on, and away from your needs. We pride ourselves on being a trusted advisor throughout the life of your business.

You will never be relegated to an inexperienced professional – Our executives subscribe to the *shared fate* approach with every client, endeavoring to meet all of their requests.

*Wevodau Insurance* will never be the largest insurance agency where customers become numbers or are just a transaction. Our benchmark of success lies in doing an outstanding job for our clients.

Our commitment to you is that we will be your steadfast partner who provides innovative solutions, insightful guidance, and powerful advocacy.

***“Powerful Partners...Proven Solutions”***

*“As an owner-operated boutique, we understand the importance of maintaining an on-going, active role in every client relationship. Our executive leadership is “Hands-On” with every client, every day.”*

***We are your steadfast partner.***





# Our Difference

Powerful Partners...Proven Solutions

## **Partnership First**

We are committed to being your partner every step of the way. You have a business to run or critical functions to perform and can rest assured that we will operate as an extension of your business, consistently and without fail. Our *partnership commitment* to you is:

### ❖ **Integrity**

A critical cornerstone of our business is honesty and integrity. We are passionate about always doing the right thing for the client. We will never sacrifice consumer objectives in any transaction and always embrace the highest ethical standards possible.

### ❖ **Innovative & Customized Solutions**

With the rising costs of benefits, we carefully evaluate needs, economics and company goals to develop and offer a series of innovative solutions that best match our client's objectives.

### ❖ **Objectivity**

We offer *real world* solutions to our clients. Because we represent numerous insurance companies, we are able to marry the needs of each client with the insurance program that fits best.

### ❖ **Up- to-Date Guidance**

Customer's need to be apprised of the ever-changing legislative and regulatory landscape. We offer monthly, informative updates on key matters that impact our clients. We will proactively expedite communication to you if impending changes may present a more immediate, time-sensitive matter for consideration.

### ❖ **Knowledge, Experience**

Our professionals bring over 75 years of industry experience that includes a wide variety of professional acumen. Our backgrounds include large corporations, industry consulting firms, insurance companies and brokerage operations. This wide array of experience serves as a solid foundation that enables us to better serve our customer.

### ❖ **Local Commitment**

We are a local organization that is absolutely committed to Central Pennsylvania businesses and communities. *Wevodau Insurance* is a privately-held organization that will never have to sacrifice customer service in exchange for earnings. As long standing members of the local business community, we understand the dynamics that are unique to our customers and insurers.

*"We are proactive about servicing our client's needs. We aggressively seek appropriate solutions that maximize employer and employee results."*

*Complacency is not part of our vocabulary.*





# Products

## Comprehensive Insurance Product Solutions

Wevodau Insurance & Benefit Strategies offers comprehensive insurance product solutions to both groups and individuals. Our goal is to draw on our expansive product portfolio to tailor a solution that best serves the customer's needs.

We are a *vertical* service provider of all health and welfare products and maintain expertise on all plans offered to clients.

Product	Group	Individual	Plans Include:
Medical	✘	✘	Indemnity, PPO, POS, HMO & Medicare Supplement
Medical Plan Extension	✘	✘	Health Savings Acct, Health Reimbursement Acct, Self-Insured & Flexible Spending Accounts
Medical Supplement	✘	✘	Travel Accident, Underlying Supplemental
Dental	✘		Indemnity, PPO, POS
Vision	✘		Indemnity, PPO, POS
Executive Benefit & Buy-Sell	✘	✘	Disability, Key-Man & Traditional Products
Disability	✘	✘	Short & Long Term
Long-Term Care	✘	✘	Qualified & Non-Qualified
Annuities		✘	Fixed
Life Insurance	✘	✘	Term, Permanent & Accidental Death





## Services

### *Comprehensive Insurance Service Solutions*

Our core services offered to clients are a key differentiator. We do not simply sell products. Rather, we augment powerful strategic, analytical and negotiating skills to formulate the most positive outcome:

- ❖ Analytical Review & Modeling
- ❖ Strategic Planning
- ❖ Comprehensive Plan Development
- ❖ Underwriting & Claims Advocacy
- ❖ Retirement & Succession Planning
- ❖ Implementation, Enrollment & Employee Communication
- ❖ Ongoing Plan Advisory

We offer a broad array of extended solutions for our customers to draw upon:

- ❖ Human Resources Outsourcing & Advisory
- ❖ Regulatory & Tax Compliance
- ❖ Training & Development
- ❖ Online Enrollment
- ❖ Professional Recruiting
- ❖ Expanded Employer & Employee Reporting with Payroll Interface
- ❖ COBRA Administration
- ❖ Seamless Bank Transactional Facilities



## Markets

### *Extensive Customer Market Expertise*

Our target customers include small to mid-sized, closely-held businesses such as:

- ❖ Manufacturers
- ❖ Retail Sales
- ❖ Medical Services
- ❖ Technology Companies
- ❖ Financial & Professional Services Companies
- ❖ Non-Profit & Civic Organizations
- ❖ Service Organizations



## Represented Insurance Companies

### *Broad Portfolio of Leading Insurance Providers*

We only represent carriers who are market leaders and offer flexible and affordable solutions. Market credibility, financial stability and claims handling all factor into our selection of representative carrier outlets. Our lead insurance company markets include:





## Our Clients

*Distinguished Client Representation*

We make a very serious commitment to all clients by forging a long-standing partnership with them. Our customer retention is significantly higher than industry averages which serves as a testament to the service commitment we deliver. Simply stated, we offer concierge service to small and mid-sized businesses.

Some examples of existing clients that we serve:

- ❖ Ashley Furniture Homestore
- ❖ Classic Rock Custom Stone Fabrication
- ❖ Dawood Engineering, Inc.
- ❖ Dauphin County Library System
- ❖ George D. Boyer & Sons, Inc.
- ❖ Harrisburg Senators
- ❖ National Recovery Agency
- ❖ Susquehanna River Basin Commission
- ❖ Valley Ag & Turf
- ❖ Versatile Systems, Inc.



## Our People

*Professional, Experienced and Committed*

Our professionals are the main reason why *Wevodau Insurance* is *different*. We offer our customers a talented team of professionals with a diversity of industry experience. This combination enables us to relate, first hand, on virtually *every* level.

The commitment that each professional brings to the client relationship is also a vital part of our differentiation. We *embrace* our customers and serve as an extension to their business.

*"We are committed to maintaining the highest standard of excellence in all that we do. We consistently establish firm relationships of trust and stewardship with each client we serve."*





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