



# WHY CHOOSE CBIZ

To summarize our philosophy, we describe why CBIZ is a top consulting firm offering an optimal array of services and a professional approach to meeting your needs today and in the future. Our dedicated specialists will work with you every step of the way to improve health and wellbeing for your employees resulting in better outcomes for the City of Sunset Hills.



## **WE BUILD RELATIONSHIPS, NOT CLIENT LISTS.**

We will partner with you throughout the year to build a strong organization supporting your program goals. Whether through scheduled quarterly meetings or as needed phone calls, we are always available to discuss ongoing issues and technical matters.



## **COMMUNITY INVOLVEMENT.**

While we are a national firm with deep and sophisticated resources, our focused approach and dedication to the community allows us to offer very competitive fees for service and the best quality engagement team.



## **NATIONAL RESOURCES.**

Engagement teams remain intact and are composed of experienced professionals specifically trained in dealing with issues facing organizations similar in size.



## **INDUSTRY KNOWLEDGE.**

Cutting-edge technology resources and local practice professionals deliver quality and efficiency for all client engagements and are always leading industry standards.



## **PROACTIVE COMMUNICATION.**

We listen to your ideas and concerns and bring practical solutions to you in both financial and operational areas. Expect us also to provide proactive communication about new compliance and regulatory issues, insights into emerging risks, and other issues of importance to City employees and their families.



## **STRATEGIC PARTNER.**

Thought leadership and resources shared are an added, cost-free benefit which includes newsletter, seminars, webinars, white papers, blogs, and other resources developed by CBIZ Employee Services (CBIZ Benefits & Insurance Services, CBIZ Property and Casualty, CBIZ Retirement Plan Services and CBIZ Payroll) as well as, CBIZ MHM Financial Services.



## **VALUE.**

Our mission and vision is to help our clients prosper by providing them with a wide array of professional business and individual services, products, and solutions to help them better manage their risk.

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# FEES & COMPENSATION

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With **CBIZ** as your employee benefits partner, you won't have to worry about additional fees and hidden expenses. **CBIZ** offers the flexibility to work on a direct fee and/or commission arrangement, depending on your preference.

City of Sunset Hills currently compensates their broker through a consulting fee in the amount of \$23,400. CBIZ is agreeable to this method or we are open to transitioning this fee to standard commission paid by the insurance carriers. Either way, the fee will include our CBIZ Benefits Consulting Services, the Employee Navigator build, system support, and carrier EDI feeds where applicable. CBIZ will guarantee this fee to January 1, 2024.

Any commissions related to Worksite Benefits, which are completely voluntary for employees, are not included in the above. The commissions are standardly included in these plans, which are filed and approved by the state annually; and they serve as a source of funding for possible enrollment/communication initiatives for employees in the future.

Our commitment to total transparency is important. We provide current standard commission levels each year in our "Summary of Partnerships" section of the annual planning agenda.

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## OUR PARTNERSHIP GUARANTEE

Working with **CBIZ**, you can depend on a partnership of communication, support and trust – a relationship with no surprises. By working with one of the largest firms in the U.S., you benefit from preferred-level pricing and service models from national and regional insurance carriers and other vendors, along with administration and servicing efficiencies.

*CBIZ Benefits & Insurance Services has been, and will continue to be, committed to acting in our clients' best interest by providing services and products that meet our clients' needs as communicated to CBIZ. From time to time, CBIZ may participate in agreements with one or more insurance companies or third party vendors, in connection with the insurance related transactions, to receive additional compensation or consideration. These compensation arrangements are provided to CBIZ as a result of the performance and expertise by which products and services are provided to the client and may result in enhancing CBIZ's ability to access certain markets and services on behalf of CBIZ clients. All Brokerage/Consulting firms are participating in these programs. More information regarding these agreements and the consideration received pursuant to these agreements is available upon written request.*