



NURSING HOME PRACTICE GROUP

Safeguard your mission – and future.

Long-term and post-acute care providers face significant challenges in today's dynamic market, from high staff turnover and increasing regulations to tougher quality standards and a highly competitive environment. At The Hilb Group, we offer solutions to employee and resident management challenges that can decrease your risks – and costs – and best position your organization for continued success.

Our two-pronged approach focuses on the following areas:

Employee Benefits

A comprehensive and competitive benefits package is critical to attracting and retaining top talent who can help improve your outcomes, compliance and growth. At Hilb, we advance your long-term business strategy with a unique approach to employee benefits. We start by working closely with you to understand your views on benefits, identify your priorities and learn your desired outcomes. Next, we outline a strategic plan that maps to your organization's future direction for employee management. We then utilize our proprietary 3C process to optimize your benefits program for you and your employees.

Dedicated service for service providers.
Members of our Nursing Home Practice Group provide practical, actionable guidance to organizations ranging from small, locally-owned facilities to regional chains.



- **Cost Containment:** We help you stay ahead of medical trend with a range of tools to manage your population's risks and advice on how best to structure your offerings in a market defined by the consolidation of plans and providers.
- **Compliance:** Our proprietary process and direct access to our in-house legal team keep clients in compliance with ACA, DOL, ERISA and state laws and regulations governing employee benefit plans.
- **Communication:** We help educate employees on maximizing their benefits and communicate the value of your package at open enrollment and beyond with consistent, custom-branded outreach.

And, to support your HR staff, we offer a full-service web-based platform for online enrollment, benefit administration, and regulatory compliance activities, including Affordable Care Act measurement period tracking and tax reporting.

Property & Casualty

Hilb helps you meet every contingency by designing a custom insurance program that protects your organization's assets while reducing your total cost of risk. We start by identifying and analyzing your risks, then provide insurance and risk management solutions tailored to your organization's needs.

In addition to our consultative approach, our service is:

- **Transparent:** Hilb provides you a side-by-side analysis of current coverages, limits, terms and conditions compared to

recommended options so you can easily understand the complexities of your insurance program choices. We back this presentation with a document that outlines which carriers we approached, why, and their outcomes.

- *Engaged:* On-site meetings, regular outreach throughout the year, and a written service timeline are just some of the ways we demonstrate our commitment to you. And that's not all. We pride ourselves on our accessibility, problem solving and client advocacy throughout the claims review process.
- *Expert:* Our industry expertise means we know the risks you face, from everyday issues like ensuring indemnification by your snow removal vendor to avoiding a high-profile crisis, such as a data breach arising from EHR transfers. Hilb has the experience to understand the exposures unique to long-term care organizations and determine the coverage to best protect against financial loss.

Solutions for your success.

To learn more about how our Nursing Home Practice Group can assist your organization, call **800.232.0582**.