

Montgomery & Graham health benefits options help your bottom line

By Ernie Garcia, M & G Employee Benefits Specialist

I am sure many of you have been scratching your heads wondering when the economy is finally going to show signs of recovery. I know I have. It seems as though everyday there are major layoffs and bankruptcy filings. When will this all end?

Here in the Portland Metro, companies are looking hard at ways to trim costs and reduce expenditures. Many employers are actively reevaluating their group medical, dental, vision and prescription drug benefits. Some HBA members have received shocking renewal increases forcing either a reduction in benefits or, in some extreme cases, the termination of the benefits all together.

Several HBA members have found the need to look at group benefits entirely differently. They have to focus on cost sharing, implementing premium leveraging concepts, using I.R.S. Codes 105 and 125 to utilize pretax dollars and reducing payroll taxes to achieve the ultimate goal of cost savings.

Don't despair. There are solutions: the Portland Metro Association Group Health Trust has been able to prevent the dissolution of the group medical by providing a lower cost alternative. Through the HBAMP and their partner Montgomery & Graham, Inc., HBA members can continue to provide needed and valued medical plans for their employees.

With three trusts available to qualified HBA members, the HBA plans have the solutions most members are seeking: lower costs comparable benefits. M & G, a premier benefits consulting firm, implements solutions even within the existing benefits. Although not every company has been able to save significantly, there are certainly viable options to help all members achieve cost reductions.

The economy is affecting everyone, so expert consultations are becoming a must. Contact me, Ernie Garcia, at 971-236-9090 to take advantage of all the association benefits available through HBA's partnership with M & G. It can make a valuable and measurable impact on you bottom line.