

Company	States licensed	Group sizes serviced	Corp/group products administered?	Supplemental/voluntary administered?	Plan design and management?	Pharmacy benefit management?	COBRA administration?
401kAdministrators.com www.401kAdministrators.com	All states	1-100 employees	No	No	Yes	No	No
A Pension Store 770-806-1040 www.apensionstore.com	All states	80% are under 75 lives, but we do multi hundred life plans as well	Yes	No	Yes	No	No
Aegis Administrative Services, Inc. 888-881-2307 x324 www.aegisadmin.com	All states	1-5,000	Yes	Yes	Yes	Yes	Yes
Alicare, Inc. 914-367-5511 www.alicare.com	All states Except AL AR CO CT DC GA HI MA TN VA WA WY	50	Yes	Yes	Yes	Yes	Yes
Alliance Benefit Group Rocky Mountain 800-421-4758 x125 www.abgrm.com	All states	1-25,000	No	No	Yes	No	No
Alliance Work Partners 512-328-8519 www.alliancewvp.com	All states	500-50,000 EEs	Yes	No	Yes	No	No
Allied National, Inc. 913-945-4112 www.AlliedNational.com		2-50 for small groups; 10-99 for partially self insured groups	Yes	Yes	Yes	Yes	No
Alt Bentley Yates 214-693-8183 www.abbybenefits.com	All states	0-500 employees	No	No	Yes	No	Yes
American Benefits Group 800-499-3539 www.amben.com	All states	50-15,000	No	No	Yes	No	Yes
American Health Value 800-914-3248 www.AmericanHealthValue.com	All states	All	Yes	No	No	No	No
AmeriFlex 888-868-3539 www.flex125.com	All states	All	No	No	Yes	No	Yes
AmeriHealth Administrators, Inc. 800-984-5933 www.ahatpa.com	All states	100	Yes	Yes	Yes	Yes	Yes
ARM, Ltd. 847-394-1700 www.altrisk.com	All states	25	Yes	Yes	Yes	Yes	Yes
ASI 559-256-1320 www.asibenefits.com	CA	2-10,000	Yes	Yes	Yes	Yes	Yes
Balton & Associates Corp. 805-339-9848	CA	Under 100, prefer under 25	Yes		Design, yes	No	No
BASE 888-386-9680 www.baseonline.com	All states	1-1,000+	Yes	No	No	No	No
Beneficial Administration 800-854-7417 www.beneficialadmin.com	All states	2-50	Yes	Yes	Yes	Yes	Yes
Benefit & Risk Management Services 888-326-2555 www.brmsonline.com	All states	50-34,000	Yes	Yes	Yes	Yes	Yes
Benefit Administrators, Inc. 803-739-6125 www.benefitadministrators.com	GA NC SC	Employer health plans between 50-500 employees (although we do handle larger groups).	Yes	Yes	Yes	Yes	Yes
Benefit Concepts, Inc. 401-438-7100 www.benefitconcepts.com	All states	500-25,000	Yes	No	No	No	Yes

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<b>Benefit Design Specialists, Inc.</b> 717-766-8844 x211 www.bdsadmin.com	AZ NJ NY PA	20-500 employee lives	Yes	No	Yes	Yes	Yes
<b>Benefit Management, Inc.</b> 620-792-1779 www.bmikansas.com	AK CO IA KS MO NE NH OK OR TX WA	25-5,000	Yes	Yes	Yes	Yes	Yes
<b>Benefit Plans Plus</b> 314-824-5252 www.bpp401k.com	IL KS KY MO NE	1-3,000 lives	No	No	Yes	No	No
<b>Benesyst, Inc.</b> 877-251-9981 www.benesyst.net	All states	300+ employees	Yes	No	Yes	No	Yes
<b>BENISTAR</b> 888-497-9500 www.benistar.com	All states	2	Yes	Yes	Yes	Yes	Yes
<b>Benovation</b> 513-872-7505 www.my-benovation.com	IL IN KY MO NY OH PA SC	FSA and HRA's start as small as 10 employee; Self Funded cases start at 25 enrolled employees + dependents. Self Funded cases can be in excess fo 1000	Yes	Yes	Yes	Yes	Yes
<b>CAM Administrative Services</b> 248-233-2101 www.camads.com	MI	Primarily small group 2-50 lives	Yes	No	Yes	Yes	Yes
<b>Chestnut Global Partners</b> 309-820-3604 www.chestnutglobalpartners.org	All states	50-50,000	Yes	No	Yes	No	No
<b>Claims Administrative Services</b> 800-765-2412 www.cas-services.com	AR LA OK TX	Various	Yes	Yes	Yes	Yes	No
<b>ClearBenefits, Inc.</b> 888-398-9534 www.clearbenefits.com	All states	100-10,000	Yes	No	Yes	No	Yes
<b>COBRA Plus Administrators, Inc.</b> 916-363-2172 www.cobra-plus.com	CA	20	No	No	No	No	Yes
<b>Columbus Retirement Administrators, Inc.</b> 614-481-8572 www.cra401k.com	All states	1-5,000	No	No	Yes	No	No
<b>Compensation Consultants, Ltd.</b> 800-447-1690 www.ccflex.com	MN WI	Varied, small to medium (10-300 participants)	No	Yes	Yes	No	No
<b>Concero</b> 971-222-1900 www.concerogroup.com	CA HI MT NV OR WA	2-100 for medical. Ancillary only groups can be larger.	Yes	Yes	No	No	No
<b>Consociate</b> 217-451-9101 www.consociatedansig.com	All states except CA NY	300-15,000	Yes	Yes	Yes	Yes	Yes
<b>Co-ordinated Benefits Plans</b> 800-753-1000 x345 www.cbpinsure.com	All states	no limitation	Yes	Yes	Yes	Yes	No
<b>Cornerstone Preferred Resources</b> 281-580-6865 www.cprtpa.com	TX	Variety	Yes	Yes	Yes	Yes	Yes
<b>Correll Co.</b> 708-599-5200 www.correllco.com	All states	All Sizes	Yes	No	Yes	No	No
<b>CPI Qualified Plan Consultants, Inc.</b> 800-491-7859 www.cpiqpc.com	All states	All.	No	No	Yes	No	No
<b>CW Breitsman Associates</b> 412-325-2200	OH PA	100-100,000 members/contracts	Yes	Yes	Yes	No	Yes


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D&H Alternative Risk Solutions, Inc. 973-940-1851 www.risksolutions.com	NJ NY PA	Largest Group for Excess is \$25 Million in Premium	No	No	Yes	No	No
David K. Young Consulting 210-558-0999 www.dkyoung.com	TX (COBRA, FSA, HRA, HSA & Section 125 TPA); All states (ERISA Qualified Retirement Plans (401(a), 401(k), 403(b) & Defined Benefit Plans)	1-10,000 participants	Yes	Yes	Yes	No	Yes
Delta Dental of California 415-972-8463 www.deltadentalins.org	All states	1-250,000+	Yes	Yes	Yes	No	No
DR Administrative Services, Inc. 888-791-3737 www.dradmin.com	All states	50-5,000	Yes	No	Yes	No	No
Eagle Claims Management 616-956-7370 www.eagleclaims.com	IN MI	Medium to large employers	Yes	No	No	Yes	No
EBMS 800-777-3575 www.ebms.com	All states	100-10,000	Yes	Yes	Yes	Yes	Yes
eflexgroup, Inc. 877-933-3539 www.eflexgroup.com	All states	All	Yes	No	Yes	No	Yes
ExpertPlan 609-918-2500 www.expertplan.com	All states	All markets	Yes	Yes	Yes	No	No
FBMC Benefits Management 850-425-6200 www.fbmc.com	All states	1,000	Yes	Yes	Yes	No	Yes
First Service Administrators, Inc. 863-293-0785 www.myfsai.com	AZ FL GA MO NC TN TX	24-4,000+	Yes	Yes	Yes	Yes	Yes
Flexible Benefit Service Corporation (FLEX) 866-472-0882 www.flexplans.com	All states	2+ with the scalability to service groups with 20,000+ employees	Yes	Yes	Yes	No	Yes
FM International 631-385-2100 www.pensions123.com	All states	1-10,000 employees	Yes	Yes	Yes	No	No
Fringe Benefit Group 800-551-3424 www.frameworkhealthplan.com	All states	10	Yes	Yes	Yes	No	Yes
Genesis Employee Benefits 952-653-4400 www.GenesisBenefits.net	All states	50-5,000	Yes	Yes	Yes	No	Yes
Gilsbar, Inc. 800-445-7227 www.gilsbar.com	All states	200	Yes	Yes	Yes	Yes	Yes
Government Benefit Services 631-487-3393 www.govbenefit.biz	All states	5-10,000 lives	Yes	Yes	Yes	No	Yes
Group Benefit Services (GBS) 800-995-3569 www.gbs-tpa.com	All states	Over 50 covered employee lives.	Yes	Yes	Yes	Yes	Yes
GSA 800-250-2741 x192 www.gsanational.com	All states	up to 10,000 lives	Yes	Yes	Yes	No	Yes
HAC 800-560-6779 x102 www.onechek.com	AL AZ AR CA FL GA ID IL IN LA MS NC OH PA SC TN TX VA	50+ enrollees	Yes	Yes	No	No	No

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HCH/Health Alliance Medical Plans 309-282-1261 www.hchadmin.com	All states Except AL HI OR WA	25-10,000	Yes	Yes	Yes	Yes	Yes
Health Cost Solutions 800-526-3919 www.managebenefits.com	All states	5-2,000	Yes	Yes	Yes	Yes	Yes
Health Services & Benefit Administrators, Inc. 925-833-4373 www.hsba.com	CA	500-10,000 employees.	Yes	Yes	Yes	No	Yes
HealthFirst TPA 903-509-5727 www.hftpa.com	All states Except AL HI	25-10,000 +	Yes	Yes	Yes	Yes	Yes
HealthPlan Services 877-300-9488, 800-237-7767 x3326 www.healthplan.com	All states	All sizes	Yes	Yes	Yes	Yes	Yes
HealthSCOPE Benefits 501-225-1551 www.healthscopebenefits.com		150-25,000	Yes	Yes	Yes	Yes	Yes
Hewitt Coleman & Associates 864-240-5835 www.hewittcoleman.com	AL FL GA MS NC SC TN	50-4,000 lives	Yes	Yes	Yes	Yes	Yes
HR Simplified, Inc. 763-746-7421 www.hrsimplified.com	All states	Target market is 1,000 ee's and up.	No	Yes	Yes	No	Yes
ICC Underwriter 316-683-0170 www.insuranceclaimsconsult.com	All states	Self-Insured Groups Only: single doctors and surgeons, Manufactures, Hospitals, churches, construction, transportation and health	Yes	Yes	Yes	Yes	Yes
INDECS Corporation 201-460-3200 www.indecscorp.com	MA NJ NY PA	INDECS' group size averages 2,700 members.	Yes	Yes	Yes	Yes	Yes
Innova Benefit Services 866-993-7702 www.innovaben.com	All states	10-5,000	Yes	Yes	Yes	No	Yes
INNOVA BENEFIT Services 303-872-8241 www.innovaben.com	All states	25-5,000 employees; Professional Firms of all sizes	No	No	Yes	No	Yes
Innovanté Benefit Administrators 720-529-9142 www.innovante.net	All states	51-500+	Yes	Yes	Yes	Yes	Yes
Insurance Systems 318-322-6774 www.inssys.net	AL AK GA KS LA MS MO OK TN TX	Largest client: 1,500 employee lives; Smallest client: 25 employee lives	Yes	Yes	Yes	Yes	Yes
Interactive Medical Systems 919-882-5318 www.IMS-TPA.com	All states	2-40,000	Yes	Yes	Yes	Yes	Yes
Kidder Benefits Consultants, Inc. 515-254-1178 www.askkidder.com	All states	Micro and small plan market defined as 1 to 5000 participants.	Yes	No	Yes	No	No
KLM Plan Services, Inc. 860-666-3810 www.klmpplan.com	All states	1-500 employees	Yes	No	Yes	No	No
Managed Benefit Plans, Inc. 908-684-5813 www.managedbenefitplans.com	All states	20-5,000 employee lives	Yes	Yes	Yes	Yes	Yes
Medical Network 719-365-6618 www.mymednet.com	CO	25-5,000	Yes	Yes	Yes	Yes	Yes
MESVision 714-619-4660 www.MESVision.com	All states	Group sizes serviced range from 5 employees to thousands.	Yes	Yes	Yes	No	Yes

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Michael V. Rienti 518-756-3038 www.empireriskmanagement.com	NY	Various sized companies	No	No	No	No	No
MorningStar Health 616-942-9088 www.morningstarhealth.biz	All states	All	Yes	No	Yes	No	No
Navitus Health Solutions 608-729-1500 www.navitus.com	AL AZ CA GA ID IL IN IA KS MI MN MS NE ND OH PA SD TN TX UT WA WI	Organizations of all sizes.	No	No	Yes	Yes	No
North American Benefits Co. 800-537-4565 www.nabenefits.com	All states	2-20,000 lives	Yes	Yes	Yes	No	Yes
Ogden Benefits Administration 440-527-2955 www.obatpa.com	All states	10-5,000	Yes	Yes	Yes	Yes	Yes
Online 401(k), The 415-593-5868 www.theonline401k.com	All states	Small businesses between 1-50 employees.	No	No	Yes	No	No
P&A Group 716-852-2611 www.padmin.com	All states	2-100,000	Yes	Yes	Yes	No	Yes
Patrick Benefit Administrators 740-947-8676 www.pbatpa.com	OH	5-1,500	Yes	Yes	Yes	No	Yes
Peak1 Administration 208-277-1040 www.mypeak1.com	All states	All group sizes	Yes	No	Yes	No	Yes
Polestar Benefits, Inc. 855-222-3358 www.polestarbenefits.com	ME OR WA	Any	Yes	No	No	No	Yes
PreferredOne 763-847-3201 www.preferredone.com	AZ CO IA KS MN NE ND OH SD	all sizes	Yes	Yes	Yes	Yes	Yes
Pro-Claim Plus, Inc. 260-969-6301 www.proclaimplus.com	IL IN OH PA	25-3,000	Yes	Yes	Yes	Yes	Yes
Professional Benefit Administrators, Inc. 630-655-3755 www.pbaclaims.com	IL IN IA KY MI MO WI	Varies	Yes	Yes	Yes	Yes	Yes
Professional Benefits Services, Inc. 616-285-2480 www.professionalbenefits.net	IL IN KY MI OH	50-5,000	Yes	Yes	Yes	Yes	Yes
Quality Plan Administrators, Inc. 800-900-4112 www.qualityplanadmin.com	DC, GA, MA (certificates of authority to do business in 15+ jurisdictions)	100,000 lives	Yes	Yes	Yes	Maybe	No
Retirement Advantage, Inc., The 888-872-2364 www.tra401k.com	All states	All group sizes serviced for 401(k), Safe Harbor, Cross-Tested, 403(B), Cash Balance and Defined Benefit plans.	Yes	No	No	No	No
ScripNet 888-880-8562 www.scripnet.com	All states	Mid to large insurance carriers, tpa's, managed care companies, self insured employers	Yes	Yes	Yes	Yes	Yes
Sedgwick Claims Management Services, Inc. 901-415-7400 www.sedgwickcms.com	All states	Sedgwick CMS administers claims programs for companies of all sizes.	Yes	Yes	Yes	Yes	No
Select Benefits Communications Group 888-711-4478 www.selectbenefitsgroup.com	All states	50	Yes	Yes	Yes	Yes	No
SES Advisors 888-SES-ESOP www.sesadvisors.com	All states	All	Yes	No	Yes	No	No

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SIHO Insurance Services 812-378-7000 www.siho.org	IN	Group size varies based on product sold. TPA group sizes range from 15 employee lives to 2000+ employee lives.	Yes	Yes	Yes	Yes	Yes
SOMI 651-695-2500 www.somi.com	All states	Clients range in size from 2 employees to thousands of employees and include both fully insured and self-funded plans.	Yes	No	Yes	Yes	Yes
Specialized Contract Administrators (SCA) 800-382-2044 www.yoursca.com	All states	50-15,000, depending on program type	Yes	Yes	Yes	Yes	Yes
Taben Group, The 913-649-0468 x101 www.taben.com	All states	1,000+ (average group size 7,000 employee lives)	No	No	No	No	Yes
Taylor Benefit Resource, Inc. 229-225-9943 www.tbrtp.com	GA	50-1,000 employee lives	Yes	Yes	Yes	Yes	Yes
Third Party Benefits of Florida, Inc. 866-561-7185 www.TPBenefits.com	FL	1-5,000	Yes	Yes	Yes	Yes	Yes
Total Administrative Services Corp. (TASC) 800-422-4661 www.tasconline.com	All states	5-1,000	Yes	No	Yes	No	Yes
Tucker Administrators, Inc. 704-562-3398 www.tuckeradministrators.com	NC SC	2-750	Yes	Yes	Yes	Yes	Yes
UMR 866-881-0800 x6263 www.umar.com	All states	We serve groups as small as 75 up to hundreds of thousands.	Yes	Yes	Yes	Yes	Yes



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Uniglobal Pension Planning, Inc. 888-679-401K www.uniglobalretirement.com	VA	Under administration with Uniglobal, the average retirement plan size, by participant count, is 150. Our retirement plans range from 1 to over 10,000 participants per plan.	No	No	Yes	No	No
Unum 866-679-3054 www.unum.com	All states	2+	Yes	Yes	Yes	No	No
USAvision, Inc. 800-979-9549 www.usavision.net	All states	Minimum of 2; up to any size	Yes	Yes	Yes	No	No
VantagePoint Benefit Administrators 516-599-2120 x295 www.vantagepointbenefit.com	All states	10-1,000	Yes	Yes	Yes	Yes	Yes
Vaughan & Associates - A Division of TRPC 864-271-1298 x109 www.retirementplansolutions.com	All states	We cover all groups from 1 to thousands of employees.	Yes	Yes	Yes	No	Yes
Vision Financial Corp. 603-439-2207 www.visfin.com	All states	10 employees to 100,000 employees	No	Yes	No	No	No
Wells Fargo Third Party Administrators, Inc. 304-353-8779 www.wellsfargo/tpa.com	All states	50-100,000	Yes	No	Yes	Yes	Yes
Workable Solutions 407-649-1073 www.WorkableSolutions.com	FL NY	1-5,000	Yes	Yes	Yes	No	Yes

## BenefitsPro Web Seminar

# Why Brokers HATE Voluntary Benefits and How to Learn to Love Them

**DATE:** Wednesday, September 14, 2011 | **TIME:** 2:00 pm ET | 11:00 am PT



**Mutual of Omaha**  
**BENEFITS SELLING**

**On the surface, selling and servicing voluntary benefits can seem time consuming and resource intense. So why bother?**

Because voluntary benefits are valued by employers and employees, you can build your customer base and expand your role from a “vendor” to a trusted advisor. And, with some upfront planning, voluntary benefits can be much easier to administer than you might think.

### Here's what you'll learn:

- Key elements of a voluntary plan that reduce time and resources for sales and support
- How to create your own voluntary value proposition
- The importance of defining roles for you, the employer and carrier

### Featured Speakers:



**Martin F. Traynor**  
Vice President,  
Voluntary Benefits &  
Products  
Mutual of Omaha  
Insurance Company



**Jackie VanWinkle**  
Lead Enrollment  
Support Specialist  
Mutual of Omaha  
Insurance Company

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