

JONES

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When

Wednesday, August 22nd, 2018
from 8:00AM to 10:00AM EST

Where

Raleigh Country Club
400 Donald Ross Dr
Raleigh, NC 27610

Contact

Kristi Eiland
Office Administrator
Jones Insurance Agency
events@jones-insurance.com
919-772-0233

Controlling Employee Benefit Costs: Short and long term solutions

Wednesday, August 22, 2018

Sponsored by: Jones Insurance Agency, Inc.

Presenters:

Jim Harlow

Joe Gupton

Please join us as Joe and Jim share their experiences and insights as to how employers are adapting to deal with increasing health insurance costs. This presentation and open discussion will focus on what insurance companies and business owners are doing to take control of the rising costs of healthcare and employee benefit plans.

Key Topics Include:

- “Level-funded plans” and creative alternatives
- Steps toward self-insurance
- Reduce costs with healthier employees
- Benchmarking – what is working for other employers
- Reduce your chances of government audits and fines

This workshop is designed for questions and interactive dialogue among the attendees and the experts.

- Seating is limited to 15 participants
- Light breakfast items will be available
- No cost to our invitees

Registration and coffee from 8:00 am – 8:30 am.
Discussion from 8:30 am – 10:00 am.



Jim Harlow
Senior Agent Group Benefits/Business Insurance

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919-772-0233 Ext. 120

Jim has over 25 years of experience in the insurance and managed care industry. From 1992-1996 he was an Account Executive with BlueCross BlueShield of North Carolina. He worked extensively in the small and medium markets. His last two years with BCBSNC he worked solely in the large group market, which consisted of employer groups with more than 250 employees and multi-state locations. In 1996, he formed Commonwealth Benefits, LLC. In 2010 he merged his agency to co-found IBD Benefits & Risk Management Group, Inc.

Since joining Jones Insurance, Jim continues to serve his clients by using his broad experience which includes: Life Insurance, Disability Income, Group and Individual Medical, Medicare Supplement, Dental, Vision, General Liability, Excess Liability, Professional Liability, and Workers Compensation.

Jim and his wife Tiffany reside in Johnston County with their two children.



Joe Gupton
Vice President Group Benefits

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919-772-0233 Ext. 119

Joe became part of the Jones Insurance team in 2008 after returning from a 4 year business venture in Central America. He works with employers to help them understand and prepare for the ongoing changes in group health insurance. Joe also helps businesses implement HR information systems and creative plan designs in order to make their employee costs more manageable.

Not only is Joe fluent in Spanish, so are his two young children, daughter Emma and son Nick. His wife Ivannia is originally from Costa Rica and the family keeps very close ties to their second home and all of their friends there.

Joe is an active member of the Garner Civitan Club and also a proud ECU Pirate. He enjoys freshwater fishing all across North Carolina and is an avid do-it-yourselfer. He managed the construction of his own custom home in 2016 and now finds himself taking on plenty of weekend projects.