

Benefit Brokers & HCM Vendors: BFFs Forever

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July 2019



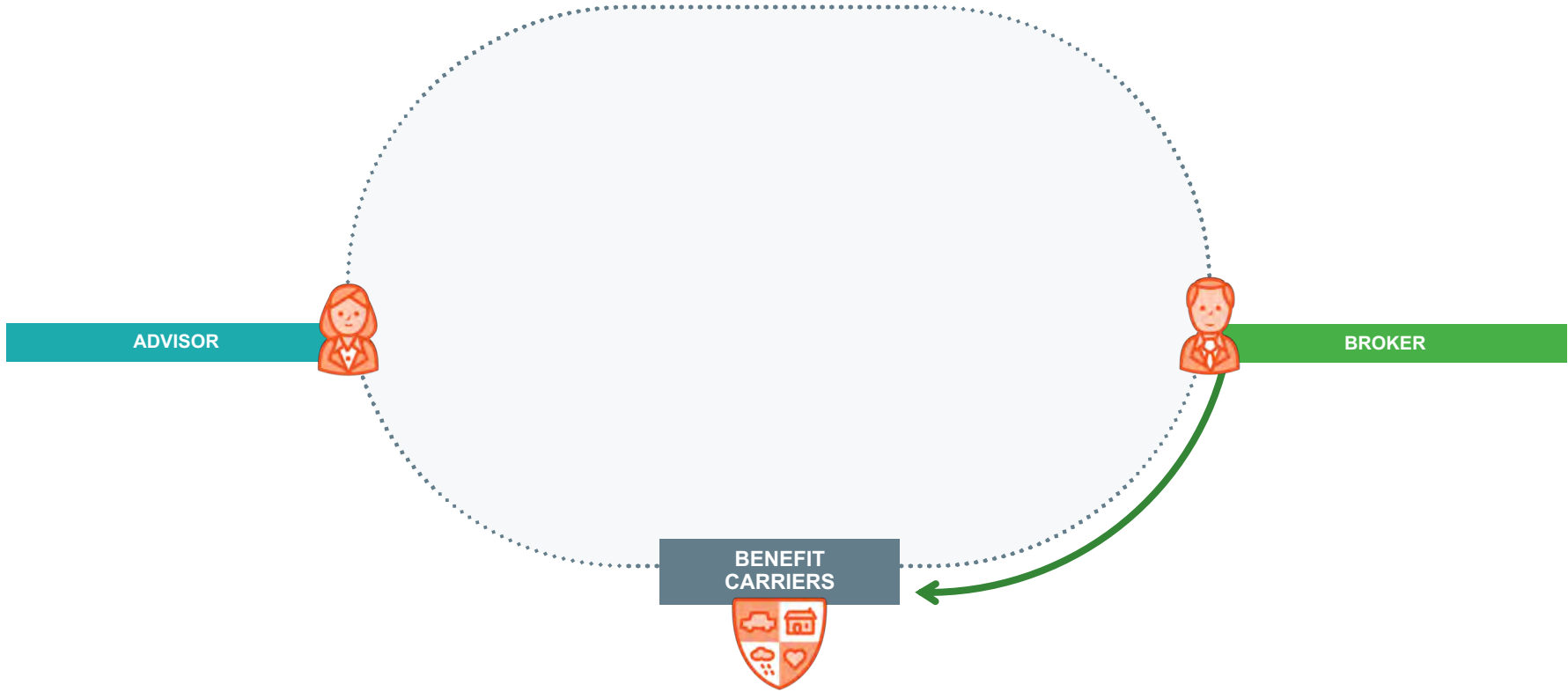
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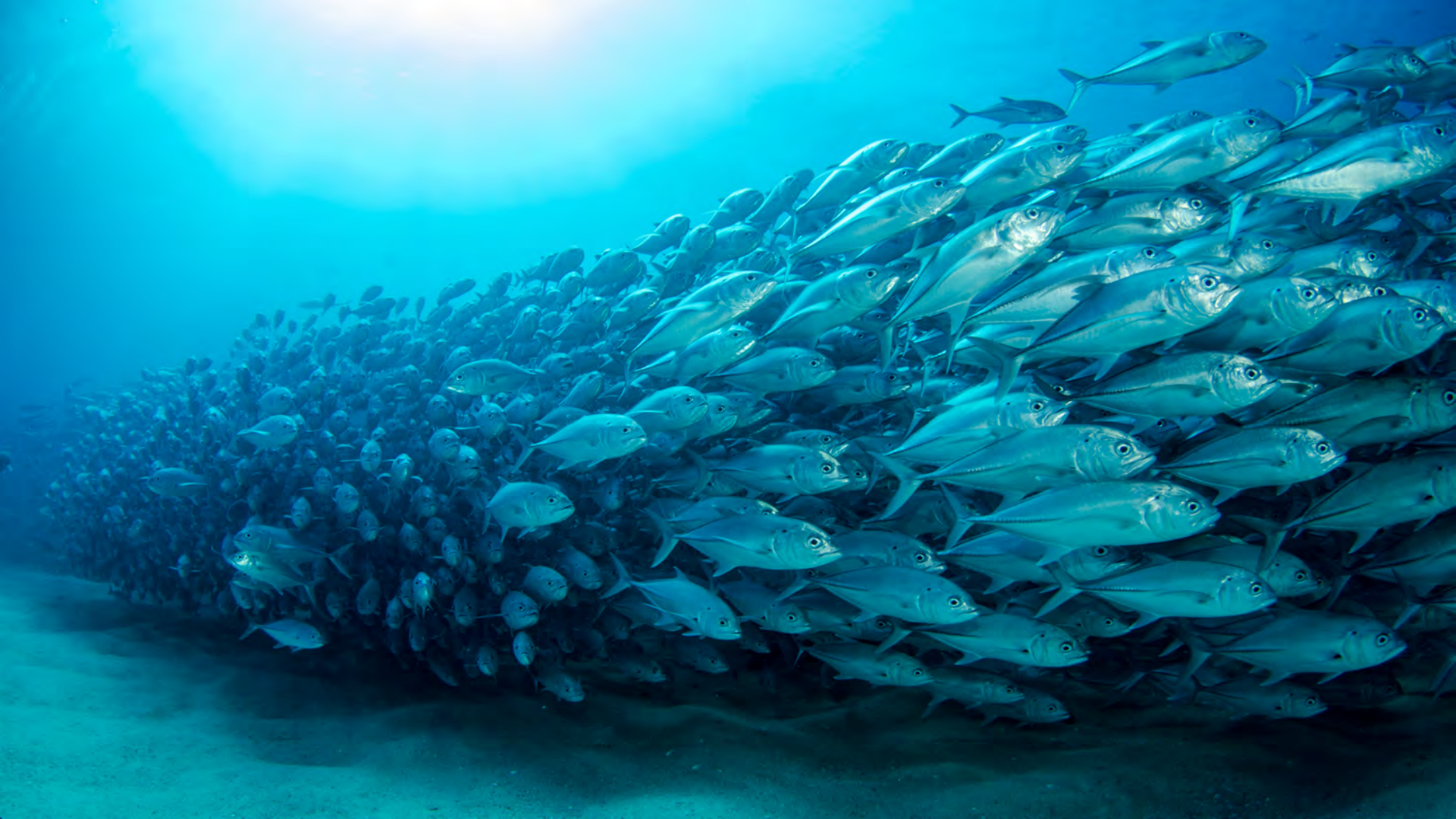


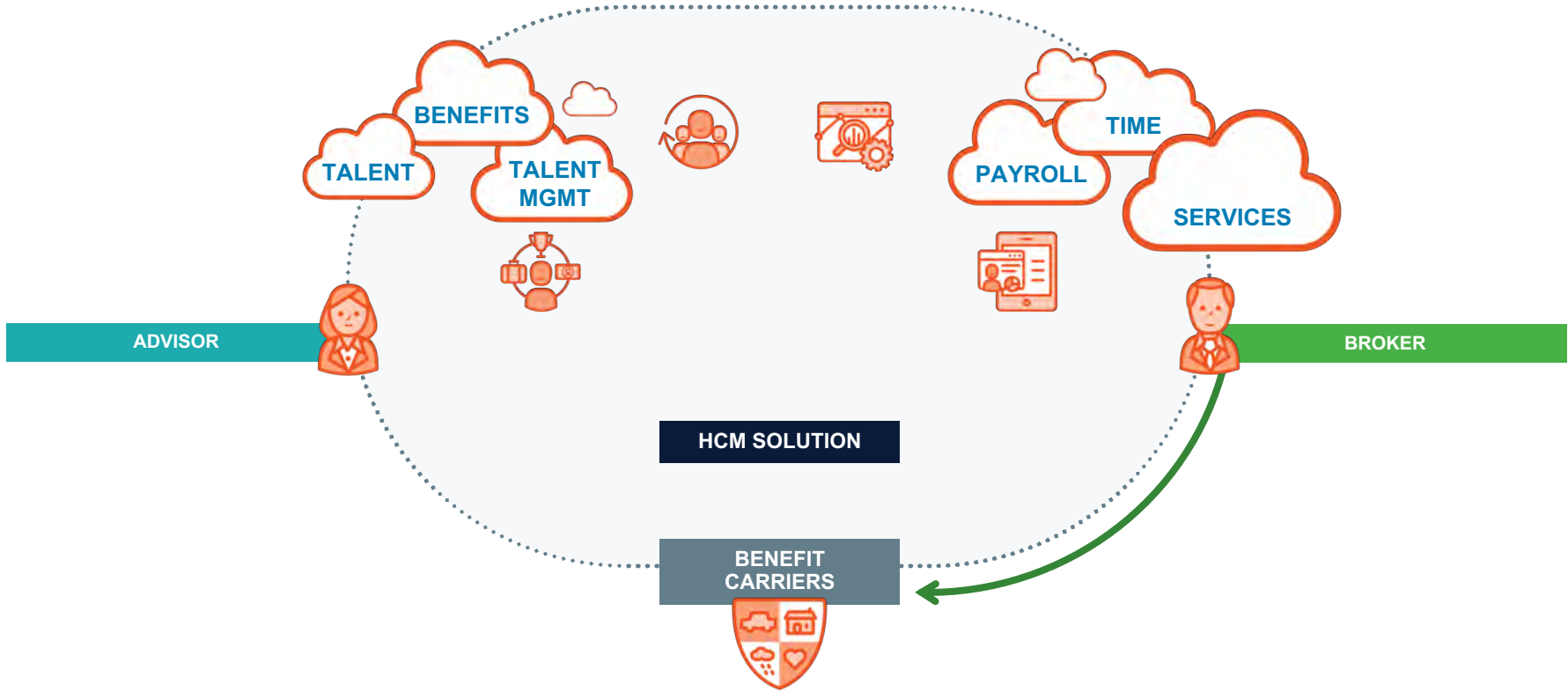
BROKER





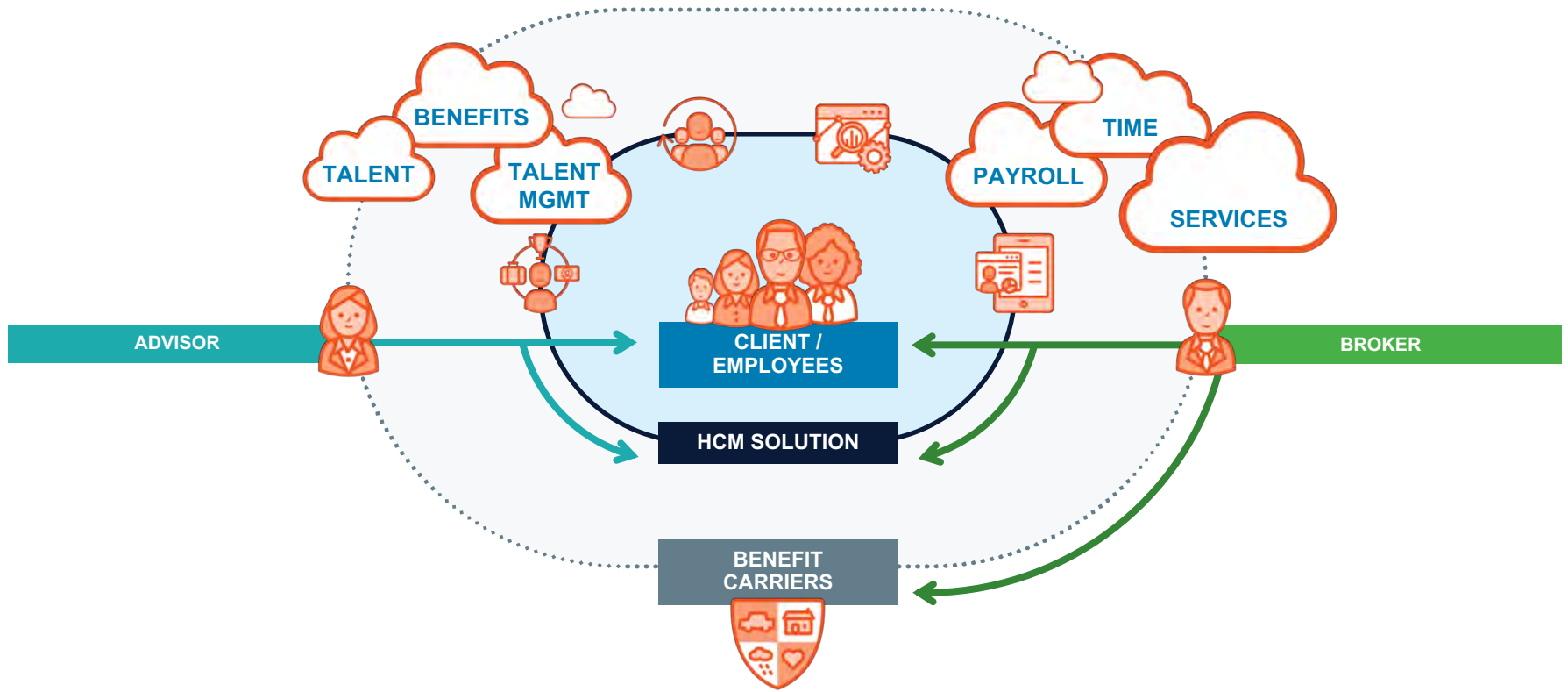






The
BACHELORETTE











**HCM
Vendors**

**Benefits & HR
Advisors**



How?



Advisors

1. Education
2. Flexibility
3. Client Fit

HCM Vendors

1. Independence
2. Honest Feedback
3. Client Needs



Take-Aways

1.Focus on strengths

2.Informed independence the mutual goal

3.Mutual education the only path forward



better together