

STRENGTH IN
numbers



The
Western
BUSINESS
group



WHELTON
INSURANCE
CONSULTANTS LTD.

The master contract for the
Western Business Group is owned and managed
by Whelton Insurance Consultants Ltd.

As such, quotations for this are only available
through a broker of Whelton Insurance.

Requests for quotations are invited and
will be made on our selected underwriting criteria.

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GROUP INSURANCE
POLICY INFORMATION

A Division of Whelton Insurance Consultants Ltd.

WHY CHOOSE THE Western BUSINESS group?

Due to the bulk purchasing power that the WBG offers, it provides its members with the following benefits: Lower Operating Expenses, Flexible Plan Designs and Higher Non-Evidence Maximums.



Some of the most pressing concerns of small to medium size employers are **plan design flexibility and pricing**. On a stand alone basis, employers frequently are confronted with restrictive plan designs and renewal pricing that seems unfair and often times arbitrary. The Western Business Group was established to combat these very problems. On a stand alone basis, insurers can ask anywhere from 35 cents to 20 cents of every dollar to cover their expenses. Due to the size of this group, overhead costs can be cut by as much as 20%. This generates real, year-in, year-out, long term savings. In addition, being a part of a larger group provides smaller employers the kind of plan design flexibility only enjoyed by much larger groups.

Often times, when confronted with large increases at renewal time, brokers will shop the market. In order to obtain your business, other insurers will lower their rates to “buy” your business for the first year and increase your rates on the next. Since the quoting insurance company needs about the same amount of money to run your plan, the savings are typically a one year solution. However the Western Business Group requires much less money to run your plan, therefore, any savings generated are realized long term savings.



Lower Operating Expenses

You can save as much as 20% in operating expenses by being part of this group. This is ongoing, year-in-year-out savings. Since Insurance companies base their operating expenses on the amount of premium the group has, the WBG can provide substantially better rates that are not one year discounts!

Flexible Plan Designs

Many Insurance companies restrict some of the benefits available to smaller sized companies. The WBG offers these benefits to its members that they would not normally get on their own. Some examples of this would be higher Life & LTD maximums, higher Vision maximums and higher Dental maximums.

Higher Non-Evidence Maximums

Non-Evidence Maximums are the amounts of Life and Disability Insurance that the insurance companies will provide without requiring proof of insurability. Higher amounts are provided based on the size of the group. Because of the WBG's larger size, we are able to provide extremely high amounts of non-medical insurance.

Self Funding

Further cost savings can be achieved through self funding certain components of your benefit plan. This program is available for larger groups at a cost of 6% of claims.