



BENEFIT COMMERCE *group*

## NEWS RELEASE

### **Benefit Commerce Group and 3 Clients Receive Awards from Wellness Council of Arizona**

Scottsdale, AZ, October 11, 2012—Benefit Commerce Group, an innovative employee benefits firm, and three of its Arizona-based clients received awards from the Wellness Council of Arizona for promoting health in the worksite. The three clients are Able Engineering, Buffalo Exchange and Suntec Concrete.

The Council's annual awards are for "Process, Progress and Leadership in Worksite Health Promotion". The Council is a resource for worksite health promotion in Arizona and collaborates with healthcare providers, community leaders, businesses and institutions to improve the health of employees and their families.

"We are honored to be recognized, and to have several of our clients recognized, by the Wellness Council," said Scott M. Wood, Principal of Benefit Commerce Group. "Our clients who received these awards are head and shoulders above many other employers in the state in focusing on health and wellness for their employees. They have exhibited both leadership and results in their efforts to promote healthy work forces.

"In addition, Benefit Commerce Group itself was recognized for using the same wellness programs for our own employees that we promote within the employer groups we serve," Wood said. "We implemented the 'Healthy U' program that includes biometric screening, individual health assessments, and both group and individual health coaching sessions for our employees as well as monthly wellness seminars. We achieved 100 percent participation among our employees.

"Our clients and Benefit Commerce Group itself have proven that it just makes good business sense to promote wellness," Wood added.

**Able Engineering** was recognized for investing \$250,000 in its own Wellness/Fitness Center, plus two full-time trainers, a healthy food café, strict tobacco-free requirements, biometric screenings and health risk assessments for employees and spouses. Benefit

Commerce Group has provided a wellness-focused comprehensive health plan, and, for those employees who participate in the Fitness Center two times per week, health plan premiums are waived for the employee and family.

Able Engineering has achieved exceptional results among its 335 employees. In the past year:

- 48 percent of its employees were actively involved in the Able Fitness Center,
- 88 percent showed improvement in biometric testing,
- 1109 pounds of weight loss was recorded, and
- the company had \$1500 average health plan cost savings per employee.

**Buffalo Exchange** worked with Benefit Commerce to implement a comprehensive health and wellness program including a full replacement Consumer-Directed Health Plan for its employees. Their health plan strategy focuses on personal responsibility and consumerism. It rewards employees from \$750 to \$1500 deposited into their personal health care account for completing the annual biometrics and health risk assessments.

\* For the past two years, they've achieved a 95 percent completion rate for employees and spouses.

\* Their plan pays 100 percent for generic preventive medications and enhanced benefits for preventive brand drugs.

\* Monthly and quarterly wellness campaigns and clinical health coaching focus on positive lifestyle management.

Buffalo Exchange's results have been significant: improved employee benefits with no increase in payroll deductions for employees and families for the last three years.

**Suntec Concrete** has taken wellness directly to its employees at all five of its Divisions. With geographic complexity, this company has worked closely with Benefit Commerce Group and the Wellness Council of Arizona to assure that its employees and their spouses and dependents receive wellness information and can participate in health coaching and other programs. This includes:

- Monthly Division visits from their health coach, with a health and nutrition seminar.
- Topics include: Staying Hydrated, Eating for More Energy, What's in My Food, Goal Setting.
- Quarterly Division Health Expos led by their health coach team.
- Employee challenges, including a Healthy Weight Loss Challenge in which all employees were weighed and measured.

Suntec's successes include over 90 percent participation in the latest annual biometric screenings.

### **ABOUT Benefit Commerce Group**

Benefit Commerce Group, the creator of its exclusive **Trend Neutralizer™**, is an innovative and award-winning employee benefits firm that is changing the health care cost paradigm, one company at a time. We provide employers with sustainable strategies to lower health care costs first-year and long-term and enhance productivity. Benefit Commerce is a "game-changer" for companies striving to control one of their highest expense items: employee benefits costs. We are not your typical benefits firm, and we are not offering typical cost-shifting techniques. Our strategies yield real savings for both employer and employee and also integrate meaningful consumer-focused employee health and wellness programs. Our technology enhancements also set us apart, as we offer methods to streamline HR functions from enrollment through ongoing employee communication and administration.

Benefit Commerce executives won both "Most Innovative Broker" and "Industry Innovator" national awards from The Institute for HealthCare Consumerism in December 2011. For more information on Benefit Commerce Group, visit our website [www.benefitcommerce.com](http://www.benefitcommerce.com).

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