

## A Progressive Third Party Administrator

The average Third Party Administrator (TPA) manages the administration of employee benefit plans for companies by working with insurers and other service providers that outsource administrative services, repackaging products that already exist. Unlike the average TPA, we work with insurers to create exclusive new products only available through ABC Insurance Solutions Inc. to businesses across Canada.

## Providing for Small Business

In 2020, of the total number of Canadian businesses, 97.9 percent were small businesses (1–99 employees). With the majority of our economy dependent on small business, we design all of our plans to be accessible to all small businesses regardless of size.

## Focused Independent Advisors

Your group benefits program is a business investment in your employees. In any business, you must have talented people to be successful. Selecting the right advisor is an integral part of having a successful group plan. There are many different types of insurance within our industry. This requires an advisor to specialize and maintain their knowledge of specific types of insurance to provide your business with the necessary information to make decisions. A professional group benefits advisor will help you acquire and evaluate information and educate you about the ins and outs related to your group benefits program, becoming an asset to your business.

Our advisors are independent and provide programs from different companies to ensure businesses have access to the group insurance products that are the best fit for their company. They have chosen to specialize in group benefits and invest in their profession to maintain their knowledge and expertise in group

## Benefit Planning

Our advisors are focused on group benefits, not simply insurance vendors. They provide expertise to businesses to create benefit plans to achieve business goals. The plans they design are based on their knowledge that combines benefits, taxation and business goals to create unique plans to help businesses succeed.

## Truly Flexible Insured Benefits

We provide truly flexible benefits. Our plans provide businesses with custom-tailored coverages. These programs can accommodate different benefits for classes of employees or a selection of wellness benefits for employees to choose from using a single policy. Many other programs cannot accommodate this flexibility using a fully insured benefits plan and separate the employees across multiple policies or require the addition of a Health Spending Account to mimic flexibility.

## Supporting New Advisors

We support advisors with initiative to become group benefit focused, providing resources and support to those who have the drive to become a dedicated group benefit professional.

Many advisors in the group benefit field have not tailored their expertise to group benefits and only provide a surface level understanding of what a