

ease

CORE BENEFITS
INSURANCE SERVICES

Guardian Success Story

 Core Benefits Insurance Services

 Newport Beach, California

 Staff: 5  Groups: 45 groups on Ease



Andreas Gershkoffte
Technology & Support Manager,
Core Benefits Insurance Services

Saving Time and Improving Accuracy with the Guardian Connection

*According to Andreas Gershkoffte,
Technology & Support Manager,
Core Benefits Insurance Services*

When Andreas first joined Core Benefits, one of the first groups he enrolled was a company of 400 employees. The enrollment was done via paper forms, and the process was very time-consuming. Andreas manually checked each form to make sure all sections were complete and to ensure the forms were legible for the carrier. Since Andreas was manually reviewing every form, his productivity was at an all-time low, and he needed a solution to help him save more time each day.






Now, with the Guardian connection, the Ease team is taking care of Andreas' biggest headaches. Adds, changes, and terminations are sent directly to the carrier, so there is no miscommunication between the enrollee and the carrier. Additionally, since new hire enrollments are being sent to Guardian automatically, Andreas is saving valuable time each week. With the time he is saving, Andreas is able to invest in cultivating his relationships with his clients, as well as setting up new services for his clients. With the all-in-one experience offered by Ease, Andreas has seen an increase in his client retention and now has 70% of his book of business on Ease.

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Emotionally, the fact that I don't have the stress of having to follow up on enrollments with Guardian is priceless. It gives me peace of mind because the connection is accurate. It makes an absolute difference.

Andreas Gershkoffte
Technology & Support
Manager, Core Benefits
Insurance Services

How Ease & Guardian Works for Andreas

-  Saves 12 hours per small business group by no longer manually generating and reviewing enrollment forms
-  Margin of error with employee data is now less than 5%
-  A less stressful work environment knowing that Ease is handling data discrepancies
-  More time to cultivate meaningful relationships with clients
-  Peace of mind knowing that forms are accurate and automatically sent to Guardian

Andreas Gershkoffte
*Technology & Support
Manager, Core Benefits
Insurance Services*

We once had a client that wasn't getting the benefits they should have been enrolled in because of a mistake on the paper form. The Guardian connection really helped us and helped our client get the benefits they should have been enrolled in from the beginning. The connection made it possible to reconcile all the enrollments that were not correct.

The Success

For Andreas, the biggest benefit of using the Guardian connection has been the improved accuracy and no longer having to double-check if enrollment forms are being filled out entirely and/or accurately. As a result, Andreas is more efficient than ever. He knows that all benefits and enrollment changes are being processed directly through the

connection, so he no longer has to worry about making those changes manually. Additionally, the Guardian connection was instrumental for one of his groups that had over 300 lives. The group made a financial decision based primarily on their ability to enroll employees and track voluntary benefits on Guardian via the EaseConnect+ connection.