



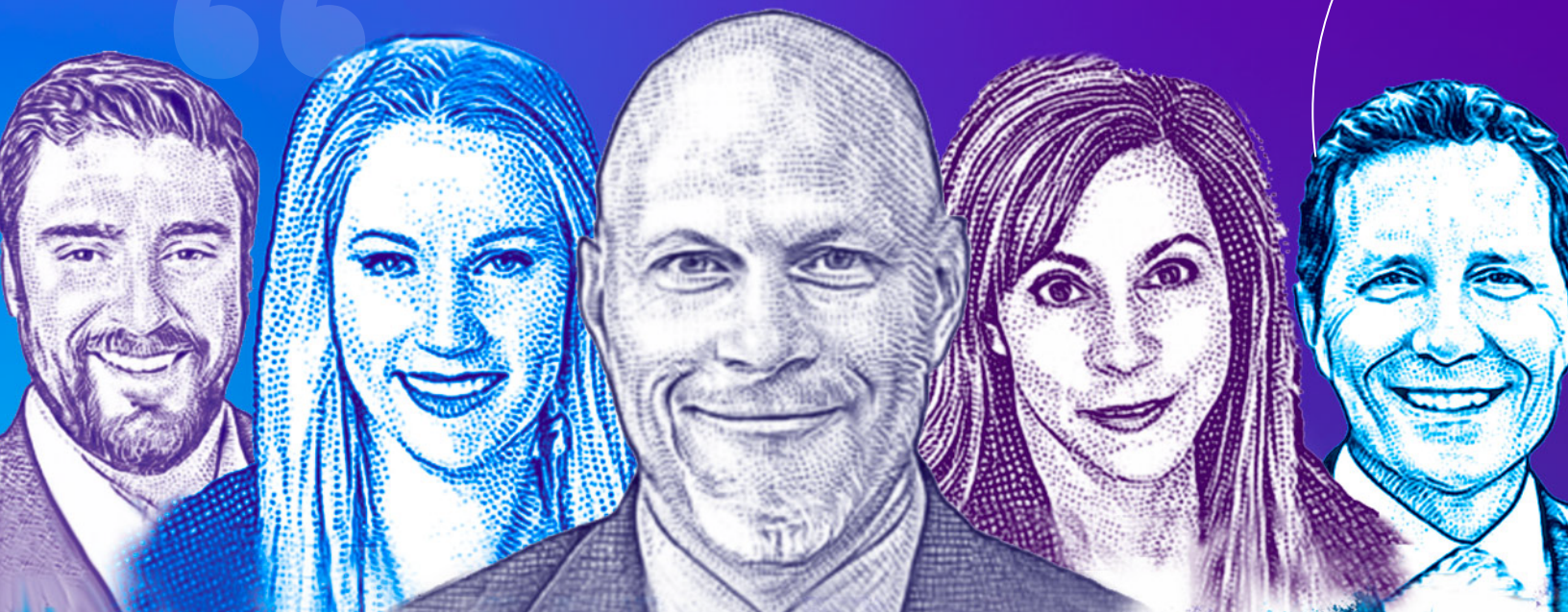
WellNet⁺
HEALTHCARE

“The Big Picture”

Advisor Partnership & TPA Requirements

Select consultants participated in an **Advisor Roundtable** to discuss rising costs for their clients, requirements of a TPA partnership, current wins & areas for continued growth.

The Result: Incredible **input** to **double down** on what's working & **prioritize the suggestions** for ongoing improvement.





WellNet 
HEALTHCARE

Rusty Farris
OneDigital
Nashville, TN



“There’s an importance of seamless integration among various healthcare solutions and the necessity of timely claim payments that drives WellNet to prevent dissatisfaction among providers and members.”

Matt Nelson
Crest Insurance Group
Tucson, AZ

“I find WellNet's responsiveness and sense of urgency impressive and unmatched compared to other TPAs.”



Samantha Davidson
OneDigital
Atlanta, GA

“WellNet’s willingness to engage deeply with clients and support brokers in detailed client discussions has been paramount to our client’s success.”



David Costa
Arthur J. Gallagher
Charlotte, NC

“As a TPA, WellNet offers a comprehensive solution set, eliminating the need to piece together point solutions. I value their flexibility and cost containment strategies, facilitating easier management compared to other TPAs.”



Brad Burditt
ASI Agency
Kansas City, MO

“WellNet's ability to customize solutions that continue driving down costs, along with the significance of their accountability, service quality, and proactive account management, allows me to appreciate WellNet's efforts in providing exceptional support and personal care, particularly during crises.”



Brittany Spradling
ESP

Nashville, TN

“Our account manager’s response and problem-solving capabilities have been nothing short of excellent.”



Jay Booth
Capital Group Benefits

Tyson’s Corner, VA

“I appreciate WellNet’s partnership in providing service, support and facilitating innovative approaches to healthcare management.”



Luke Ferguson
ECM Solutions

Charlotte, NC

“I value the flexibility and immediate responsiveness of WellNet compared to traditional ASO setups, which can be cumbersome and slow to enact changes.”



Matt Nelson
Crest Insurance Group
Tucson, AZ

“WellNet is uniquely positioned to address cost containment concerns, specifically around pharmacy spend.”

Brandon Kress
All Atlantic Benefits
Ft. Lauderdale, FL

“I appreciate WellNet’s nimble and innovative approach to network and cost containment.”





Carlos Castresana
USI Insurance Services
Ft. Lauderdale, FL

“There’s an importance of control and transparency offered by WellNet. Key factors are their flexibility, responsiveness, and superior data warehousing capabilities. The challenge with big carriers, particularly in resolving issues and managing costs proactively, are non-existent.”



Steve Love
Arthur J. Gallagher
Charleston, SC

“I have nothing but frustrations with unjustified renewal increases from the big carriers. WellNet’s collaborative approach, that they foster with me and clients, helps in actively managing and mitigating healthcare costs.”



Lori Ferrari-Lombardi
Marsh & McLennan Agency
Staten Island, NY

“WellNet’s proactive service and personal relationships from their team are key benefits along with the ability to provide immediate claims data and adapt quickly to client needs, which is often not feasible with larger, more bureaucratic carriers.”



Michael Sessor
OneDigital
Canton, OH

“I was attracted to WellNet due to their reputation for great service, especially for larger groups.”

Brandon Kress
All Atlantic Benefits
Ft. Lauderdale, FL



“I see WellNet in a unique position in healthcare, they’re one of the few partners that solves problems my clients require.”

Jay Booth
Capital Group Benefits
Tyson’s Corner, VA

“Our firm has a shared service level passion with WellNet. It expresses commitment and highlights the importance of partnership.”



Rusty Farris
OneDigital
Nashville, TN

“Working with WellNet’s team of strategists, I find the challenge and enjoyment in deconstructing traditional insurance models, reassembling them in a manner that mimics their operation while maximizing returns and lowering costs efficiently.”

Matt Nelson
Crest Insurance Group
Tucson, AZ

“I chose WellNet for its reputation of innovative solutions and ability to execute challenging implementations.”



Pierre Timmerman
Demarie and Timmerman
New Orleans, LA

“With WellNet, I appreciate the ability to tailor solutions which allows for customization of services for a client with specific needs, as an example, one around specialty medications.”



Michael Sessor
OneDigital
Canton, OH



“I value the relationships WellNet has with stop-loss carriers, networks, and cost containment solutions.”



Molly Belmont
Arthur J. Gallagher
Radnor, PA

“There’s flexibility and nimbleness to WellNet, which provides significant advantages, especially for clients who do not receive the same level of service or resources from larger carriers.”



Kathie Naylor
The Hilb Group
Richmond, VA

“WellNet has one of the most appealing proposals in the market. I appreciate its varied presentation styles and the energetic and knowledgeable support from their self-funded strategists.”



Ryan Williams
Workforce Consultants
Baton Rouge, LA

“I partner with WellNet because of a shared vision in making a difference in the healthcare industry.”



Tim Spink
Morgan Benefit Consulting
Detroit, MI

“The proactive engagement strategies WellNet suggests and employs for clients is also a value-add to help me grow my business. WellNet is top-notch in education, sales support, and marketing.”



Stephanie Philips
Workforce Consultants
Baton Rouge, LA

“WellNet’s flexibility to tailor solutions to client needs and the importance of reliable communication ensures members have a positive experience when reaching out for help.”



Luke Ferguson
ECM Solutions
Charlotte, NC

“I can’t stress the importance of seeing financial impacts and successful utilization of services as key to growing my partnership with WellNet. The success of my current clients and their utilization of advocacy services has significantly influenced my trust and willingness to bring in more clients.”



Carlos Castresana
USI Insurance Services
Ft. Lauderdale, FL

“The significance of having a responsive TPA that actively engages in cost mitigation and provides robust data analytics and reporting is what sets WellNet apart.”





Scott Ogburn
ECM Solutions
Greenville, SC

“I have a need for flexibility. WellNet’s knowledge of integrating custom point solutions developed over years of experience is unmatched. I value their honesty and accountability, particularly when a mistake may occur, and the willingness to rectify the issue immediately and transparently.”

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Tim Spink
Morgan Benefit Consulting
Detroit, MI

“The necessity of flexibility to create exact matches for clients' health plans is crucial in a heavily unionized state like Michigan.”



Steve Love
Arthur J. Gallagher
Charleston, SC

“WellNet's integrated approach, which simplifies the transition for clients from fully insured to self-insured models by providing clear, actionable strategies for cost mitigation. Unlike big carriers that often present adversarial barriers, WellNet sits on the same side of the table as my client.”



Samantha Davidson
OneDigital
Atlanta, GA

“I appreciate WellNet’s personal touch and detailed explanations during the sales and quoting process.”

