



GROUP BENEFITS



The *Benefits* of Regency Advisory Corporation

By **Tonya Lambert** Photos **Lisa Landrie**

Regency Advisory Corporation specializes in consulting with business owners and their management teams to develop the best corporate employee benefits solutions. This is arrived at through active consulting and the use of leading edge, proprietary products. With over 90 years of combined experience, Regency's team includes benefits consultants, pension and investment consultants, client-focused service advisors, and an actuarial analyst.

The firm has an incredible wealth of experience and knowledge, as well as an enviable network of trusted industry connections which they are able to offer at their clients' disposal. Regency does not represent any one insurance company but works with many to provide a multi-sourced, best-in-class benefits package focused on the needs of the client; in this way, Regency is advancing the next generation of employee benefits.

Opening for business in 2006, Regency grew to become the largest independent benefits consulting firm headquartered in Saskatchewan within four years. Over the years, the firm has helped many successful companies from Ontario to British Columbia build their businesses by creating sustainable, customized benefits packages that attract and retain great employees.



UNIQUE PRODUCTS & A PROACTIVE APPROACH

Regency takes a proactive approach to constructing the ideal set of unique benefits for your employees' needs while also working to keep costs down by actively managing your benefits solutions and by expediting access to diagnosis and treatment, ensuring that employee absences are reduced, resulting in greater productivity and increased profits. Traditional packages provide a fairly standard set of benefits regardless of the broker or insurance company, and the employer's price is kept down only by limiting the ability of employees to make claims. Through Regency, on the other hand, an actively managed benefits solution enhances claiming options and is as unique as your company and employees.

Employers sometimes mistake the price of a benefits package with the cost. The price of a benefits package is the number that appears at the bottom of the invoice

you receive, but the cost of a package encompasses so much more. The cost takes into account the effectiveness of the benefits package with respect to each employee's happiness, job satisfaction and productivity. By increasing benefit options and reducing wait times for diagnosis, treatment and recovery, employees are more satisfied and your business quickly returns to full productivity and profitability, therefore improving the cost of the plan. Employees are your most valuable asset and by giving them the tools they need you improve that value.

Regency provides exclusive cost savings through products that simply do not exist, outside of Regency's platform, in today's marketplace. Regency looks at the benefits over the long term. Examples of these solutions include:

- Mid Term Disability™ - reduces the cost of the plan by up to 20 per cent and aids employees to returning to work safely and quickly;

◀ OPPOSITE PAGE L-R Darwin Forbes, Ian DeCorby

▼ BELOW L-R Holly Osborne, Nicole DeCorby, April Zerebeski, Deke Panko, Desirae Munro, Derek Targerson, Ashley Feader





- Refunding Reserves – insurers collect reserve funds and Regency can facilitate a cash refund of these reserves (refunds to clients have been as high as \$42,000);
- Employee Education and Awareness – give employees financial incentives to purchase lower cost prescription drugs, which ultimately saves the plan money; and
- Employee Family Assistance Program – assists employees who are having personal or professional problems which cause them to be less productive and absent from work more often.



PREMIER SERVICE PLATFORM

Regency is committed to providing premier advice, service and education of their customized benefits solutions. Every client at Regency is matched with a dedicated service team to answer the questions of human resource personnel, individual employees and the employer. Through trusting relationships with clients, Regency provides a forum for client participation in the ongoing evolution of product solutions. Regency uses smart phone apps and online tools to make it easier for employees to view their details as well as to submit claims. The active management of the benefits solutions includes the presentation of an annual consulting report that details ways in which the employer can make better, more cost-effective decisions.



CEO and Executive Benefits Advisor, Darwin Forbes, confidently states, “At Regency, we know we can walk into any business in Canada and offer unique value to them.” Let Regency help you to grow your business through the creation of a sustainable, customized benefits package that will attract and retain great employees. ■

Regency Advisory Corporation
 #200 - 261 1st Ave.
 Saskatoon
 306.665.3377

www.regencyadvisors.com

▲ TOP Deke Panko MIDDLE Amanda Zosel and Debbie Hilts BOTTOM April Zerebeski, Holly Osborne