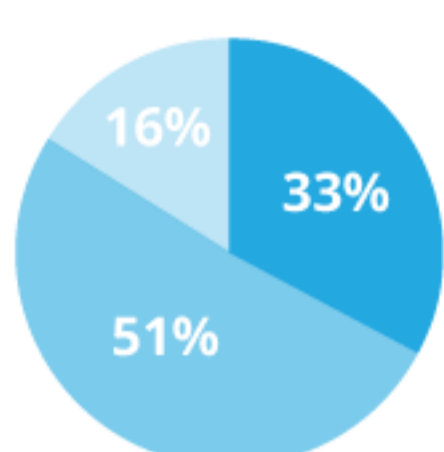




THE ANCILLARY DISCONNECT: A SNAPSHOT OF ANCILLARY EMPLOYEE BENEFITS

Employee benefit insurance brokers understand the need for ancillary/voluntary benefits—and employees are demanding them—but employers are not responding. Learn more about the ancillary benefits market, and the disconnect that exists.

Ancillary benefits increase employee engagement



Employee Engagement

- Engaged (love their jobs)
- Neutral (just there)
- Actively disengaged (miserable)

Employees want more benefits

48%

of employees would change jobs for this coverage

60%

say benefits/perks are a major factor in accepting or declining a new job offer

80%

of employees would choose additional benefits over a pay raise

The need for ancillary benefits

US workers are financially vulnerable



25%

will be temporarily disabled by the time they retire



70%

live paycheck to paycheck



70%

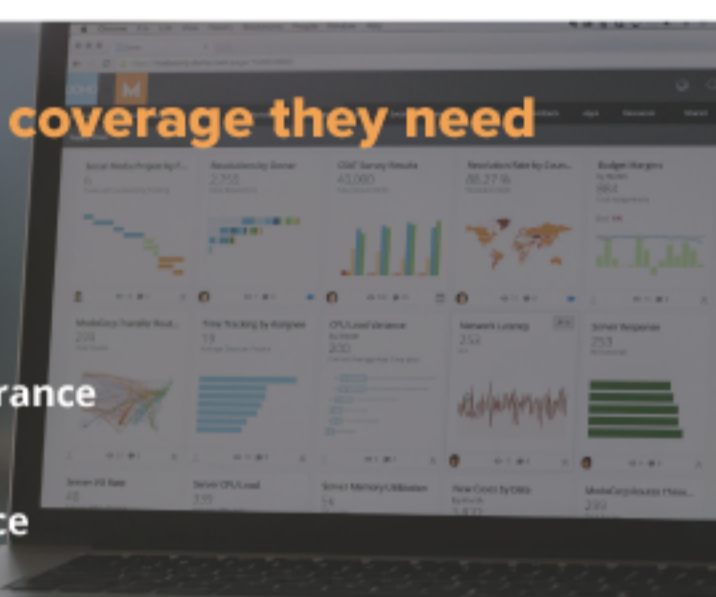
of households with kids would suffer financially if primary earner passed away

US workers don't have the coverage they need

24% have no life insurance

75% have no long-term disability insurance

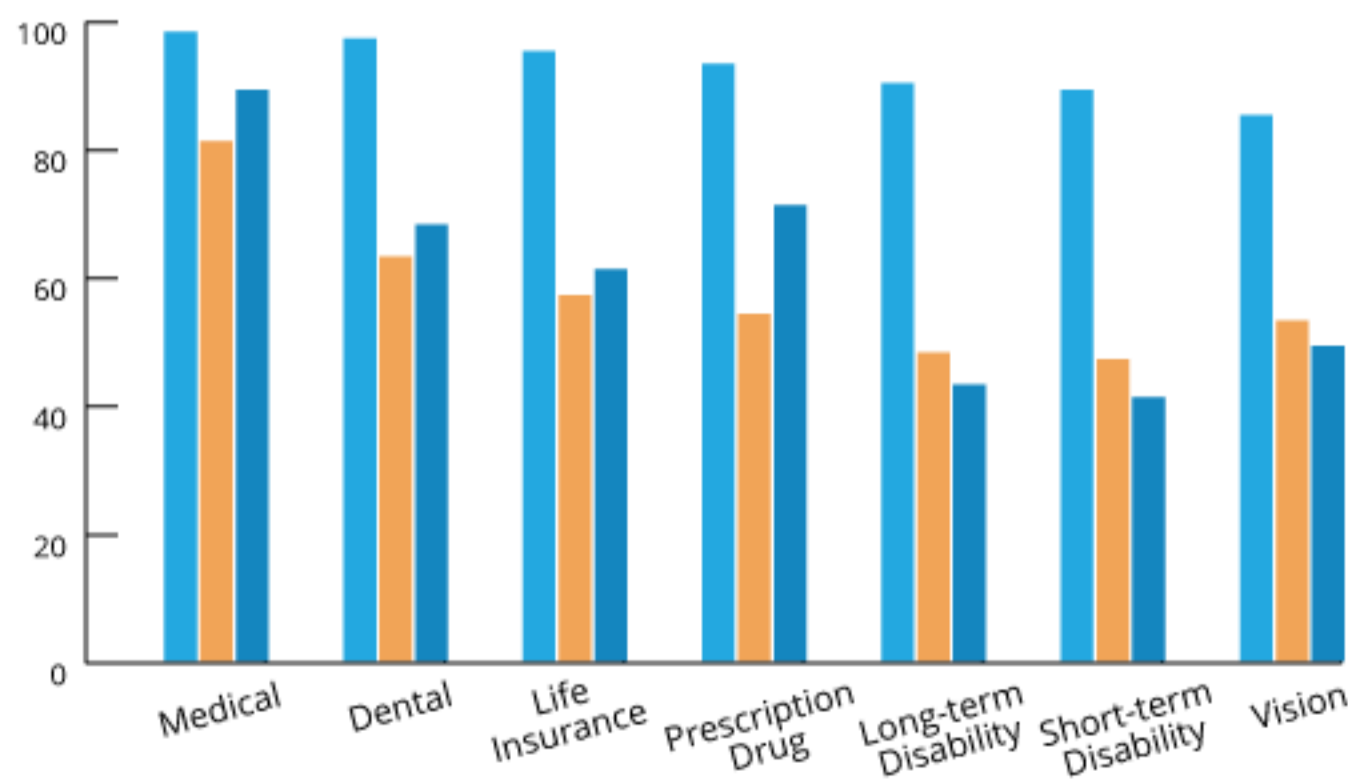
33% don't have any disability insurance



The ancillary disconnect

Brokers are recommending ancillary benefits, and employees are demanding them, but employers often fall short

- Broker recommends to Employer
- Employer Offers
- Employee "Must-Haves"



FIND OUT HOW DYNAMIS IS ADDRESSING ANCILLARY IN Q2 2017

Contact us at info@dynamiscorp.com
or 877.511.7944 to learn more.

Sources: Wells Fargo 2016 Benefits Analysis and Benchmarking Study • JIAN Financial Group
MetLife 14th Annual US Employee Benefit Trends Study • Glassdoor 2015 Employment Confidence Survey

