



**Cory Wiskow**  
President of Wealshire

# Reducing health spend by **30%** while improving employee satisfaction.

## CLIENT SNAPSHOT:

**Employer:** *Wealshire*

**Industry:** *Assisted Living*

**Group size:** *210 employees*

**Gravie client since:** *2024*



## THE CHALLENGE:

Plus, every dollar billed was a window into each employee's personal, and sometimes vulnerable, health journey.

In 2019, Wealshire President Cory Wiskow felt exhausted by the ever-rising prices of his group's fully funded traditional health plan and was looking for something new. On one hand, he had responsibility to keep costs down, but on the other, he was committed to delivering quality health benefits to his employees. Cory's team tried a self-funded model for a few years, with hopes of saving money while taking on more of the risk — but costs were still high and unpredictable from month to month.

## THE SOLUTION:

Cory started working with a new broker, Erik Hinz of The Horton Group, who was instrumental in redesigning Wealshire's benefits offerings to better suit their needs.

In desperation one day, Cory posed a question: "Is there a way I can just pay a set amount per employee and not be the middleman for their healthcare decisions?"

The answer surprised him:



Erik led Cory to Gravie ICHRA, and then they worked with the Gravie team to design a contribution strategy for the 2024 plan year that aligned with Wealshire's compensation goals.

## Since switching to Gravie in 2024, Wealshire has experienced:

**30%**

savings in health benefits expenses

Additional  
**\$2,000**  
**CONTRIBUTED**

annually to each employee to assist with out-of-pocket costs that exceed \$1,000.

**INCREASED ENROLLMENT PERCENTAGES**

compared to their previous group health plan

**Satisfied employees**

that appreciate having more options when it comes to health benefits

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“Once you see it, you'll never go back. I started to not worry so much about what my health costs were going to be. All of our employees came to me and said, ‘This is fantastic.’ Once they got signed up and saw what they could save — they're getting exactly what they want.”



Have questions about Gravie ICHRA?

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