

Reducing health spend by 30% while improving employee satisfaction.

Wealshire

CLIENT SNAPSHOT:

Employer:

Group size:

Assisted Living Industry:

210 employees

2024 Gravie client since:







Plus, every dollar

billed was a window

into each employee's

THE CHALLENGE:

personal, and sometimes vulnerable, health journey.

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.

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

of The Horton Group, who was instrumental in redesigning

THE SOLUTION:

amount per employee and not be the middleman for their healthcare decisions?" The answer surprised him:

Cory started working with a new broker, Erik Hinz

Wealshire's benefits offerings to better suit their needs.

Erik led Cory to Gravie ICHRA, and then they worked with the GRAVIE Gravie team to design a contribution strategy for the 2024

In desperation one day, Cory posed a question: "Is there a way I can just pay a set

ICHRA plan year that aligned with Wealshire's compensation goals.

Since switching to Gravie in 2024,

Wealshire has experienced:



CONTRIBUTED annually to each employee savings in health to assist with out-of-pocket benefits expenses costs that exceed \$1,000.

Satisfied employees ENROLLMENT **PERCENTAGES** that appreciate having compared to their previous more options when it

"Once you see it, you'll never go back. I

INCREASED

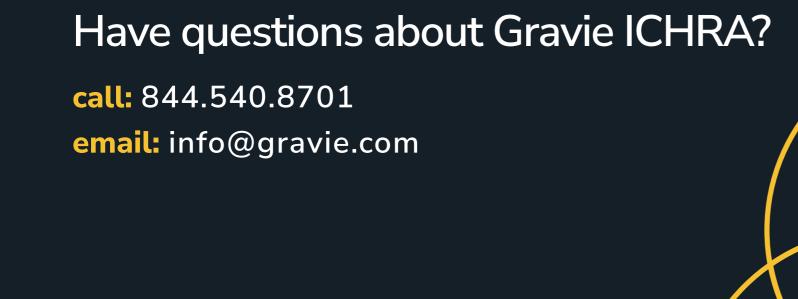
group health plan

comes to health benefits

Additional

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."





GRAVIE