

## Rest on experience

*Hill, Chesson & Woody ensures employees receive the best benefits, helping your company realize its peak potential.*

**W**hat keeps business leaders awake at night? Talent. Costs. Productivity. According to more than 4,000 organizational leaders in Gallagher's 2017 Benefits Strategy and Benchmarking Survey, the top organizational priorities in order are:

- Attracting and retaining talent
- Managing costs, specifically health care, which climbed 10% or more for recent renewals
- Promoting productivity by having engagement strategies in place

Organizations are striving to reach peak performance and become destination employers within their industry. But with challenges like changing workforce demographics, regulatory complexity and a competitive labor market, the right path might not be clear. That's why Hill, Chesson & Woody, a Gallagher Company, improves its clients' businesses by deploying and executing measurable wellbeing and engagement strategies helping employees thrive at work, at home and in the community.

Employers that aspire to compete at the highest level as a destination employer are setting their sights on a more holistic and integrated approach to benefits and compensation management. With data integration, long-term planning and a solid strategy they can reach their goals. Hill, Chesson & Woody was created because it saw an opportunity to revolutionize the industry through a strategic approach. Its approach is based on the following four foundations:

### **It is your strategic counsel, proactively aligning benefit solutions to your company's vision of the future.**

Your employee benefits strategy is a key element of your organization's success. The first step is working with your executive team to establish shared understanding of your strategic priorities, because smart business decisions are aligned with your overall organizational vision. You can count on honest answers and solutions based on your specific goals. A customized benefits program that supports your overall direction requires continuous management to balance sustainability and affordability. Throughout the year, progress will be actively measured and communicated based on your key initiatives.

### **It serves as your extended team, providing the skilled people who expand your capabilities and care as much as you do.**

The benefits landscape is large and complex – impossible for any person to navigate alone. Think of us as an extension of your organization, a team of expert teams available to guide and support you. You can have peace of mind knowing that when issues arise, you don't have to be the expert. We take time to provide the trusted answers and resolutions that free you to focus on your other priorities. We are invested in you and your workforce as part of your team.

### **As an expert resource, Hill, Chesson & Woody shares valuable knowledge and delivers deep understanding of the complex and dynamic benefits landscape.**

A unique approach combines a staff of experienced domain experts, effective tools and a client-centric methodology that allows efficient delivery of a broad range of services designed to bring about cost-saving outcomes and client satisfaction repeatedly. Hill, Chesson & Woody stays on top of the ever-changing trends and regulations in health care, to keep you informed. Experts draw from a deep well of knowledge to educate you and your employees about the health care reform landscape. There is a lot of information out there. Training, webinars, workshops and communication initiatives empower you to help your employees understand and engage with their benefits program.

### **A passionate champion, Hill, Chesson & Woody loves what it does and devotes enthusiasm to your success.**

The firm's passion comes from what it makes possible for you and your organization. Staff comes together as one to ensure the security and health of your employees as you fulfill your vision. Through a culture of creative collaboration, honest enthusiasm and authentic caring, Hill, Chesson & Woody goes above and beyond what's expected to ensure your organization's success. They're in your corner.

As the largest Gallagher office in the Southeast, Hill, Chesson & Woody offers full service delivery to over 300 clients headquartered in North Carolina with depth and drive. The firm's depth includes subject matter experts in health and welfare, tools and



methodologies with a proven approach that leverages an efficient platform to drive high impact results, and experience in a broad client base with varied benefit strategies spanning all carriers in the marketplace.

Integrity complements the expertise. Gallagher's reputation as a highly ethical company, and a commitment to transparency, also have contributed to its growth. For six years in a row, from 2012 to 2017, it has been recognized by the Ethisphere Institute as one of the World's Most Ethical Companies. It's the only insurance broker to receive this designation.

Like you, Hill, Chesson & Woody strives to be a destination employer and knows what it takes, having accepted many awards:

- Best Employers in North Carolina by *Business North Carolina* magazine, the Society for Human Resource Management – N.C. State Council and Best Companies Group
- *Triangle Business Journal's* "Best Places to Work" (Small & Medium-size Business Categories)
- The Alfred P. Sloan Award for Business Excellence in Workplace Flexibility
- The Ovation Award for HR Excellence, an annual award presented by Capital Associated Industries Inc.
- American Heart Association's Fit Friendly Company

So stop tossing and turning. Rely on your expert partners at Hill, Chesson & Woody, a Gallagher Company.



HILL, CHESSON & WOODY

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