



# DIVING DEEPER WITH BENEFITS

DEELEY INSURANCE GROUP EMPLOYEE BENEFITS JOINS FORCES WITH ONEDIGITAL

In today's ever-evolving health and benefits landscape, Deeley Insurance Group's partnership with OneDigital brings HR consulting, compliance, technology, and benefits tools to help you support your people.

Employers face a web of complex issues related to benefits, human resources (HR), and ever-changing state and federal regulations. We've been listening—and we understand you're working hard to do the best for your people. But the reality is, you could use additional resources to address HR needs, compliance, pharmacy benefit management, and more.

That's why Deeley Insurance Group partnered with OneDigital, a national health and employee benefits firm that delivers consulting, technology, and industry-leading services. With this partnership, we can expand our employee

benefits capabilities by connecting you with even more tools and knowledge.

"We recognize the complexities of employee benefits today, and having OneDigital as a partner allows us to offer a broader arsenal of offerings—and their reputation as a trusted advisor to their clients and partners was a big driver in our organizations coming together," says Chris Carroll, Life and Health Vice President of Deeley Insurance Group.

Chris Schutt, Regional Managing Principal at OneDigital Mid-Atlantic, says the company's people-first strategy and focus on client experience made Deeley Insurance Group a natural partner. "We can build on and enhance what Deeley already does for employers," he says. "Deeley already does an excellent job of listening, learning, and understanding the issues employers face. Now, they can help clients be even more



CHRIS CARROLL, CBC  
VICE PRESIDENT - LIFE & HEALTH



ZACH HALL  
CLIENT ADVISOR

strategic by taking burdens related to HR and benefits off their plates.”

### CAN-DO CULTURES COME TOGETHER

Attitude. Energy. Intelligence. The way a business hones its culture is no accident, Schutt points out. OneDigital brings passion to its work in the health and benefits arena and focuses on attracting talented, committed team members who live their values: passion, energy, commitment, growth.

When an inquiry rolls into OneDigital’s HR division, a professional picks up the phone. When a client has a concern about compliance, an expert in this arena guides the employer toward answers.

“We can help employers think about issues that are affecting their businesses so they can grow,” Schutt says, relating how fully dedicated compliance, HR, pharmacy benefits, and other benefits pros are ready resources.

This culture of bringing energy to every interaction aligns directly with the way Deeley Insurance Group operates. “There is an intentional focus on values, culture, people, and the experience they are building,” Schutt says of Deeley. “There is an intentional focus on maintaining that culture and staying true to your values, and we feel the same way.”

Carroll adds, “OneDigital’s approach to customer service parallels ours in terms of their commitment to being responsive and providing personalized solutions. A statistic they shared with us is their customer service representatives answer the phone on the first ring 98 percent of the time.”

OneDigital and Deeley Insurance Group have the same can-do spirit.

“Now, with the partnership, we can continue to be the regional expert for employers and offer expanded resources, including HR consulting and financial planning,” says Zach Hall, Client Advisor with Deeley Insurance Group.

### EXPANDING YOUR BENEFITS RESOURCES

As the nation’s largest company focused exclusively on employee benefits and HR, OneDigital combines people and technology to deliver what it calls the “new generation of health and benefits consulting.” The company has been recognized on the Inc. 5000 list of the country’s fastest-growing private firms every year since 2007 (the award’s inception).

In spite of its growth, OneDigital is thoughtful about its partnerships and only joins forces with firms that share its values. Expansion is intentional and partnerships are carefully vetted because the company’s goal isn’t growth for the sake of getting

larger—but to stretch its talent base to serve more employers through strategic relationships.

**“WE WANT TO GIVE CLIENTS A DIFFERENT EXPERIENCE, SO IT’S NOT JUST ABOUT BRINGING THE RESOURCES BUT HOW THEY ARE DELIVERED BY PEOPLE WHO CARE,” SCHUTT SAYS, RELATING THAT DEELEY INSURANCE GROUP TAKES THE SAME APPROACH CONNECTING WITH AND SUPPORTING ITS CLIENTS.**

Employer clients of Deeley Insurance Group will still work directly with their advisors, who bring an intimate understanding of the local marketplace and your company’s specific needs. The difference is, now Deeley Insurance Group can more intentionally serve clients with consulting resources.

“Deeley is a successful, reputable agency and we are also going to be learning from them—how they’ve grown and how they work with clients to create opportunities,” Schutt adds. +



## MORE TOOLS FOR YOUR BUSINESS

OneDigital expands the employer health and benefits resources Deeley Insurance Group clients can tap into so you can grow intentionally and take good care of your people:

- **HR CONSULTING:** HR professionals help your team focus on developing and retaining top talent.
- **TECHNOLOGY:** All-in-one platforms simplify your HR processes.
- **COMPLIANCE SERVICES:** Get the advice and action steps you need from our dedicated team of attorneys and experts to meet your regulatory responsibilities.
- **PHARMACY CONSULTING:** Create a multi-year strategy that reduces your organization’s pharmacy costs without disrupting your employees’ coverage or their access to quality healthcare.



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