



February 22, 2010

## 8TH ANNUAL HEALTH & WELFARE BENCHMARKING REPORT

Woodruff-Sawyer & Co., in partnership with a leading actuarial firm, would like to invite you to participate in our annual benchmarking report.

The annual benchmarking report will provide you with similar data and analytics to that which is available, at a significant cost, through other major vendors. There is no cost to participate in the Woodruff-Sawyer survey and all participants will receive a copy of the report. Here are some of the key features of the survey that will let you know how your company's health and welfare plan compares in scope and cost to other employers.

### KEY FEATURES

- Cost of health and welfare plans, flexible benefits, retirement plans, paid time off and funding strategies
- Contribution trends and standards
- Plan design prevalence and relative value
- Top cost control strategies and alternate plan designs

### SURVEY DETAILS AND STATISTICS

- Approximately 4,848 employer groups in 40 cities throughout the US participated in the 2009 survey
- Web-based survey access expedites and facilitates participation - it should take no more than 30 minutes to complete
- Data from all major industry groups is represented (e.g. Technology, Life Sciences, Financial, Hospitality, Not-For-Profit)
- User-defined report capabilities allow for a fully customizable presentation
- Individual survey responses are kept confidential and are not reproduced or distributed

**To participate, simply visit the link below and complete the survey no later than April 15, 2010. The results of this benchmarking report will be available in May for those who complete the survey by the April 15 deadline.**

Survey Link: [2010 Woodruff-Sawyer & Co. Benchmarking Survey](#)

**For returning 2009 participants** - Open the website and go to the box marked 'Returning User?' to enter the main log-in area. Upload your information from last year by entering the e-mail address used when you completed the 2009 survey and the password "woodruff". Edit and complete as appropriate.

**For new participants** - Open the website and go to the box marked "Not a returning user?" Create a new account with your company name, email address, and password of your choice. Once your account is established, you may enter and exit the 2010 survey as often as necessary until it is completed.

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*Woodruff-Sawyer is one of the largest independent insurance brokerage firms in the nation, and is an active partner of International Benefits Network and Assurex Global. For 90 years, Woodruff-Sawyer has been partnering with clients to implement and manage cost-effective and innovative insurance, employee benefits and risk management solutions, both nationally and abroad. Headquartered in San Francisco, Woodruff-Sawyer has offices throughout California and in Portland, Oregon.*

*For more information, call 415.391.2141 or visit [www.wsandco.com](http://www.wsandco.com).*