



Financial Safety Net Quote Sheet

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On Challenges Facing Employees:

“Working Americans are struggling more than ever in today’s economy. Bankruptcy, foreclosures and unemployment are forcing families to make gut-wrenching choices—like ‘do I pay my mortgage or do I buy groceries?’ So it’s understandable that changes in employee benefits plans such as increased premiums, deductibles and copayments add to their worry. Any unexpected medical expense can put today’s workforce in financial jeopardy.”

“Left to deal with potential gaps in their coverage, employees are feeling more vulnerable and exposed. Today’s workforce is at financial risk like never before.”

On Challenges Facing Employers:

“Employers are struggling today, too. The economy makes it harder than ever before to manage costs yet still provide employees with the benefits they want and need. Employers hesitate to make changes to their benefits plans for fear of negatively affecting their workforce, but many have no choice.”

“When it comes to benefits, employers want the same things they always have—to offer the best package possible, to control costs and to minimize administration.”

How Voluntary Benefits Can Fill the Financial Gap:

For employees:

“Everyone’s personal benefits situation is different. Some people need help covering out-of-pocket medical expenses. Some don’t have enough life insurance to protect their families. And some couldn’t survive financially if they were out of work because of an accident or illness. Voluntary benefits allow employees to choose the products that fit their individual needs.”

For employers:

“Voluntary benefits can be especially effective in helping employers close the financial gaps created by high-deductible medical plans and helping provide benefits for part-time workers and others who might not be eligible for the company’s health care plan.”

About Health Care Reform:

“No matter what happens with health care reform, employers will still be concerned about the cost of health care, asking their employees to pay for a greater share of their benefits and helping employees understand any new changes to their benefits plans. A good voluntary benefits partner can help businesses and their employees with these issues.”