

**Member
Savings
Program**



Your MSP Bottom Line Update

**How Your Professional Association
Helps You Save in Tough Times**

**Member
Savings
Program**



**Mark Schiavone
Member Savings Program**

SMA - <http://sma.savings4members.com>

Member Savings Program



MSP Update – assisting now and for years to come

Key supplier updates to assist you save money



Member Savings Program



Member Savings Program Update

MSP Health Plans

Transamerica - 401K / MEP

Alliant Business Insurance

Batteries Plus Bulbs

Ace Hardware – New Supplier

MSC Industrial Supply – June 2020


Member Savings Program



Member Savings **Everyday Business Expenses**



Member Savings Program



Savings Calculator
How much could you save?

FIND OUT NOW ▼

A promotional graphic for a savings calculator. On the left is a silver calculator with a green LCD screen displaying the number "3.14". To the right of the calculator, the text "Savings Calculator" is written in a large, bold, dark blue font. Below it, the question "How much could you save?" is written in a smaller, grey font. In the bottom right corner, the text "FIND OUT NOW" is followed by a small downward-pointing triangle icon.

Member Savings Program



MSP Health Plans

- Enrollment is open every month, no need to wait until year end.
- Medical plans are available in all 50 States.
- MSP members have access to quality medical coverage at very competitive pricing.
- Uniform Rates for members 18 – 64. No adjustment to pricing for age, gender smoker or a specific state.
- We can enroll as few as one person from your company and this program is ideally suited for your 1099 contractors.

Member Savings Program



MSP Health Plans

- Program offers six plan design options utilizing two national PPO networks of providers and hospitals on an open access basis.
- Referrals are not required.
- There is an HSA option available.
- It is very likely that your preferred providers are in network.
- Website includes additional coverage options to meet your specific needs dental, vision accident and guaranteed issue life insurance.

Member Savings Program



MSP Health Plans

- Easy to enroll in 24/7 fully automated enrollment and correspondence website.
- Go to the following websites to review plans/pricing and enroll:
<https://eliteenroll.com/afa> or <https://eliteenroll.com/nomma>
- Rep code is BTGA2390
- For questions call Bryan Turner 678-656-2093 or
bturner@jsmithlanier.com

**Member
Savings
Program**



**Mark Cywin
Regional Vice President
Transamerica**

Member Savings Program



What is a 401k MEP?

A Multiple Employer Plan, or **MEP**, is an employer sponsored retirement plan for businesses that are part of an industry association offering a **401(k)** plan as a benefit to members.

This is a new option (September 2019) for employers per the Department of Labor re:the new definition of “employer”

The crux of the new rule, as read from the DOL’s publication, is this:

“...employer groups or associations and PEOs can, when satisfying certain criteria, constitute “employers” within the meaning of ERISA for purposes of establishing or maintaining an individual account “employee pension benefit plan” within the meaning of ERISA. As an “employer,” a group or association, as well as a PEO, can sponsor a defined contribution retirement plan for its members (collectively referred to as “multiple employer plans” or “MEPs” unless otherwise specified). Thus, different businesses may join a MEP, either through a group or association or through a PEO.”



Scott Ruhl - National Accounts

Associations, Cooperatives, GPOs

Batteries + Bulbs®

and

Member Savings Program



Brand New Association Contract!

Discounts up to 73% off retail!



Duracell is a registered trademark of Duracell US Operations, Inc., used under license. All rights reserved. All registered trademarks are the property of their respective owners.

IT'S OUR JOB TO MAKE YOUR JOB EASIER.

Top Solutions For Your Industry



LED Lighting



ALKALINE Batteries



CORDLESS TOOL Batteries



FLASHLIGHTS



EXIT & EMERGENCY Signs & Lighting



TWO-WAY RADIO Batteries



UPS BACK-UP Batteries



LAPTOP Batteries



PROJECTOR LIGHT Bulbs



FLOOR SCRUBBER Batteries



FLEET VEHICLE Batteries



LAWN EQUIPMENT Batteries

Batteries + Bulbs®

batteriesplus.com | 1-800-677-8278

batteriesplus.com | 1-888-905-2014

YOUR LOCAL PARTNER WITH A NATIONAL PRESENCE



A Little About Us

- Over 41,000 batteries
- More than 24,000 lighting products
- Auto key and fob services
- Phone & tablet repair
- The personal service of a local partner
- Dedicated sales representative
- Stores open 7 days per week
- Over 30 years in business

Batteries + Bulbs

batteriesplus.com | 1-800-677-8278

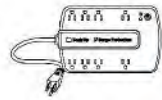
MORE THAN 41,000 Batteries



Applications



Laptops



UPS Battery Backups



Cordless Tools



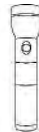
Two-Way Radios



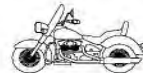
Smartphones



Tablets



Flashlights



Powersports

+



Scanners



Car & Truck,



Marine / RVs



Heavy Duty Trucks



Lawn & Garden

More than 24,000 Lighting Products

GENERAL



A19



Halogen



PAR



BR30



Heat Lamp

HID & LED



Pin Based



HID



LED Retrofit for HID



Tubes

FIXTURES



Outdoor



Indoor



Emergency



Dimmer Ballasts



SPECIALTY



Decorative



Projector



Silver Coated



Candle



Linear Halogen

ACCENT



Track



LED Retrofit Trim Kit



LED Tape

AUTOMOTIVE



Sealed Beam



Miniature



Headlamps

REPAIR SERVICES

PHONES, TABLETS, KEY FOBS, & BATTERY REPLACEMENT



*At select locations

WHY REPAIR YOUR FLEET OF DEVICES?

FLEET INSURANCE COST:

$$\text{Phone Icon} \times 200 = \$8 \text{ PER DEVICE}$$

\$1,600 PER MONTH

\$19,200 PER YEAR

OR

DEVICE REPAIR COST:
(AVERAGE 20% OF DEVICES DAMAGED)

$$\text{Broken Phone Icon} \times 40 \text{ BROKEN DEVICES} = \$125 \text{ PER DEVICE}$$

\$5,000 PER YEAR

ANNUAL SAVINGS:

\$14,200

Batteries + Bulbs.

batteriesplus.com | 1-800-677-8278



Member Benefits

Discounts ranging up to 73% off retail pricing on approximately 80 core items.

Batteries Plus Bulbs has contracted special **Member Savings Group pricing** on the most popular items we offer.

In addition, any item not specifically contracted comes with a **competitive, commercial discounted rate**.

This program also includes a special **Device Repair program**, keeping your critical devices up and running.

Facility Lighting Site-Walks to identify LED retrofit opportunities as well as local energy company rebate programs available to you.

Robust **Recycling Program** for your spent batteries and light bulbs.

Questions or just want to get started?

Call us at 1-888-905-2014

Or email

member@batteriesplus.com

Batteries + Bulbs

batteriesplus.com | 1-888-905-2014



Andrew Stergiou

Senior Vice President

Commercial Group

Alliant Insurance Services, Inc.



Business Insurance Update

* General Liability

Exposure (Payroll/Sales – Audit)

*Automobile

Auto's sitting on the lot

*Workers Compensation

Ex Mod; WC claims

* Property/Inland Marine

Business Interruption

Coronavirus (COVID-19) Information and Resources

Information and resources created to help assist in your response to COVID-19 to protect both your business and your employees.

- **Employee Benefits COVID-19 Resources:**

- [Compliance Guide, Cost Containment Checklist, Updates and Alerts, and Podcasts](#)

- **Construction COVID-19 Resources:**

- [Stimulus Information, Checklists, Fact Sheets, Workers' Compensation Information, and More](#)

- **Business Continuity**

- [Pandemics and Business Continuity: Preparing and Protecting Your Business](#)
- [Business Interruption and the Coronavirus \(COVID-19\)](#)
- [Coronavirus: As An Insurance Matter in Review](#)

- **Cyber Insurance**

- [Pandemic Disease Cyber Insurance Potential Coverage Overview](#)

- **Small Business Guidance**

- [Coronavirus \(COVID-19\): Small Business Guidance & Loan Resources](#)

- **Workers' Compensation**

- [Workers' Compensation Liability for Infectious Diseases State by State](#)
- [Top Things to Consider with Coronavirus \(COVID-19\) and Your Workers' Compensation Program](#)
- <http://www.alliant.com/pages/Coronavirus-What-You-Need-To-Know.aspx>

Member Savings Program



Member Savings Program Register to start saving @

SMA - <http://sma.savings4members.com>