

A partner to the public sector

Specializing in the public sector

Looking for a carrier who has been there, done that? One who understands the unique challenges of your client's industry? Looking for a public sector expert? Look no further than Trustmark Voluntary Benefits.

Trustmark has 110 years of voluntary benefits experience and over that time, we've worked with hundreds of public sector employers. Today, the public sector remains one of Trustmark's key industries with more than 250 public administration clients including several of the largest municipalities in the country.¹

Addressing public sector challenges with voluntary benefits

Voluntary benefits can help public sector employers and employees overcome industry challenges like budget cuts, staff shortages, and burnout.

- As budget cuts prompt employers to shift healthcare costs to employees, voluntary benefits can help fill the gaps in major medical coverage
- Employers can offer a more robust benefits package, giving employees personalized products that address their concerns
 - **68% of employees** said voluntary benefits motivated them to stay with their employer²



Public sector employees say that benefits access helps reduce their stress and makes them feel valued.¹

Trustmark's suite of voluntary products

Universal Life, LifeEvents and Life + Care

Hospital StayPay

Accident insurance

Critical HealthEvents

Paycheck Protect



Trustmark has long-standing relationships with 250+ clients in public administration, including³:

110+ clients
with up to
999 employees

60+ clients
with up to
9,999 employees

10+ clients
with 10,000
plus employees

Note: For some clients, employee counts are unknown. Total clients exceed the numbers accounted for in group size breakdown.¹Trustmark's book of business, 2024
² BenefitsPro. Sticky Benefits: How voluntary options can double employee tenure. 2021. ³ MetLife. "How Public Sector Employers Can Improve Worker Well-Being." 2020.

Voluntary Benefits

Trustmark
benefits beyond benefits

Why Trustmark Voluntary Benefits?

Trustmark value-added services include:

- Seamless payroll deduction and remittance
- Consolidated billing for multiple carriers
- Ability to enroll employees in all health benefits
- Dedicated case implementation team to take care of administrative needs

Communication opportunities at no cost

Offering voluntary benefits also gives public sector employers a great opportunity to focus on employee communications. At Trustmark, we can partner with enrollment firms who are experts in the employee benefits arena. We work as a team to develop a communications strategy that educates employees on voluntary benefits and highlights any other key initiative an employer wants to communicate. These can include, but aren't limited to:

- High-deductible health plan expansion
- Wellness program participation
- 401(k) enrollment
- Benefit changes

The value of engaging employees

Nearly one-third of public sector employees are not very confident they made the right benefits decision during their last annual enrollment³, and studies show employees feel more confident in their decisions if they get sufficient benefits communication and education.

72% of employees who spoke with someone about their benefits reported high satisfaction with their benefits program.⁴

Poor communication may mistakenly reduce enrollment participation and limit the power that voluntary benefits could have to attract and retain talent. From experience, we know employees place more value on benefit plans that are well communicated. With Trustmark, you have a partner with proven solutions to deliver that communication and drive the results you want.

Want to learn more about solutions for the public sector?

Contact your broker or sales representative for more information at trustmarkbenefits.com



⁴ Trustmark and Customer Benefits Analytics, "Who Buys Voluntary and Why: 2017 Enrollment Study"

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