

## The Big Company Advantage<sup>™</sup> Scorecard

To help you clearly understand your current situation, try *The BIG Company Advantage<sup>™</sup> Scorecard*. Rate your reactions to each pair of phrases. Decide where you lie on the scale from 1 to 10. Add up your total from each column. Speak to one of our advisors to understand the significance of your score.

1. We do not have clear goals for our company	1	2	3	4	5	6	7	8	9	10	We have clear written goals for our company
2. We do not have clear goals for our benefits plan	1	2	3	4	5	6	7	8	9	10	We have clear goals for our benefit plan
3. We do not use our benefits plan strategically to help us achieve our corporate objectives	1	2	3	4	5	6	7	8	9	10	We use our benefits plan strategically to help us achieve our corporate objectives
4. We feel our benefits cost are too high and out of control	1	2	3	4	5	6	7	8	9	10	We feel our benefits costs are reasonable and in control
5. We do not understand what is driving our benefits costs	1	2	3	4	5	6	7	8	9	10	We fully understand what is driving our benefits costs
6. We do not feel we can control our benefit plan costs	1	2	3	4	5	6	7	8	9	10	We are very confident we can control our benefit plan costs
7. As a small company, we feel we are not getting a fair deal from our insurer	1	2	3	4	5	6	7	8	9	10	We feel we are getting a good deal from our insurer
8. As a small company, we don't feel we get enough attention from our insurance company	1	2	3	4	5	6	7	8	9	10	We get lots of attention from our insurance company
9. We waste a lot of time and money trying to lower our costs by tendering our program	1	2	3	4	5	6	7	8	9	10	We save a lot of time and money using advanced strategies to lower our benefits costs
10. We do not feel we are doing everything we can to lower our costs while also improving our plan	1	2	3	4	5	6	7	8	9	10	We feel we are doing everything we can to lower our costs while also improving our plan
ADD COLUMN TOTALS											YOUR SCORE _____