



# Chambers Plan: It's a Chamber Thing

And we are chamber people.

## Chambers Plan is:

- only available to businesses that are members of the chamber network
- owned and governed by chamber executives from across Canada
- a not-for-profit program, so all surplus stays in the Plan to help lower premiums (not add to someone else's profit)

From chamber teams of 20+ to a staff of a single committed volunteer, the benefit of Chambers Plan comes down to bolstering your ability to keep your members' businesses healthy while at the same time supporting your chamber.



## Top 3: Why is Chambers Plan good for your chamber?

1

### Your referrals attract new members

Nearly 70% of all companies who join Chambers Plan are **new** chamber members — businesses who may not have known about or joined your chamber if it were not for Chambers Plan.

2

### Your referrals keep the members you have

Members on Chambers Plan have a 93% retention rate. They have incentive to stay because if a member leaves, they're not eligible to retain Chambers Plan employee benefits.

3

### Your referrals generate reliable non-dues revenue for your chamber

Every member company covered by Chambers Plan results in monthly administration fees paid directly to your chamber so you can continue to be there for your members. Over \$11 million is paid to Chambers across Canada every year through Chambers Plan.

## Top 3: Why is Chambers Plan good for your (future and potential) members?



### 1 Delivers immediate ROI for their chamber membership

You've heard the question before: "What do I get for my membership?" There are a million reasons to join a local chamber (advocacy! community! connections! influence!), but these reasons aren't always easy to quantify.

From the moment a member enrolls, Chambers Plan demonstrates immediate value.

The following are included in every Plan for free:

- Business Assistance Service (BAS), access to professional accounting, counselling, legal and human resource experts who understand the challenges faced by small business owners
- *my-benefits health*®, health and wellness resource site for all employees provided through *my-benefits*®, Chambers Plan's online benefit management platform
- Best Doctors®, connecting individuals and their treating physician to world renowned specialists to help employees make important medical decisions
- Customizable coverage of benefits program to meet their needs
- Plans that hold Health options include Teladoc® telemedicine service, where members have access to qualified doctors 24/7 anywhere in Canada or the U.S.

### 2 It's good for their business (minimizes risk, maximizes stability)

Chambers Plan's premium pool is made up of over 30,000 small businesses, which means a smaller risk for small businesses. This helps stabilize rates at time of renewal since the risk is based on the pool rather than only one business.

### 3 Gives them more time to focus on their business

Chambers Plan was designed with the realities of small business in mind. It's simple to manage, so your members spend less time administering their benefits program and more time running their business.

- Simple online Plan administration
- Chambers Plan's exclusive advisor support
- *my-benefits* mobile app to submit claims electronically
- Quick online enrolment
- Easy-to-use forms
- Claims are generally processed in two business days